SOAP and SANITARY CHEMICALS

LIBRARY
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...ever alert!

NO MATTER what conditions prevail, DODGE & OLCOTT COMPANY has ever been on the alert to maintain the high quality of its products. Today, many natural perfume oils are scarce and users have been compelled to turn to synthetics. The laboratories of D & O have produced satisfactory substitutes for many of the natural oils, enabling manufacturers to keep step with demand without appreciably changing the quality of their merchandise.

Dodge & Olcott Company

180 Varick Street — New York, N. Y.

BOSTON : CHICAGO : PHILADELPHIA : ST. LOUIS: LOS ANGELES

Plant and Laboratories . . . Bayonne, N. J.

October 1941

Snowflake is a true, crystalline sesquicarbonate of soda. As a repacker's product it is ideal because of its many excellent dependable advantages.

For Household Cleansing Compounds: Snowflake blends well with other compounding agents . . . does not cake or harden in storage or in package. Its uniform, brilliant white crystals will enhance the appearance of your product. Its mildness and water softening properties adapt it to all kinds of mild cleaning operations such as dishwashing, laundering, floor cleaning, washing of painted and unpainted walls, windows, refrigerators. It does not harm the hands.

As a Bath Crystal Base: As a bath crystal base, Snowflake Crystals is the true aristocrat of all bases. Its chemical and physical characteristics take it out of the class of ordinary bath crystal bases. It *softens* the bath water, does not harden it! It takes naturally to perfumes and delicate colors . . . "puts up" smartly in transparent packaging in a manner that gives it a definite, repeat merchandising appeal. If you make up bath crystals, don't overlook this best of all bases. Write for information on dyeing and perfuming of Snowflake. Write for information on how Snowflake can be used as a BUBBLE BATH ingredient!

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

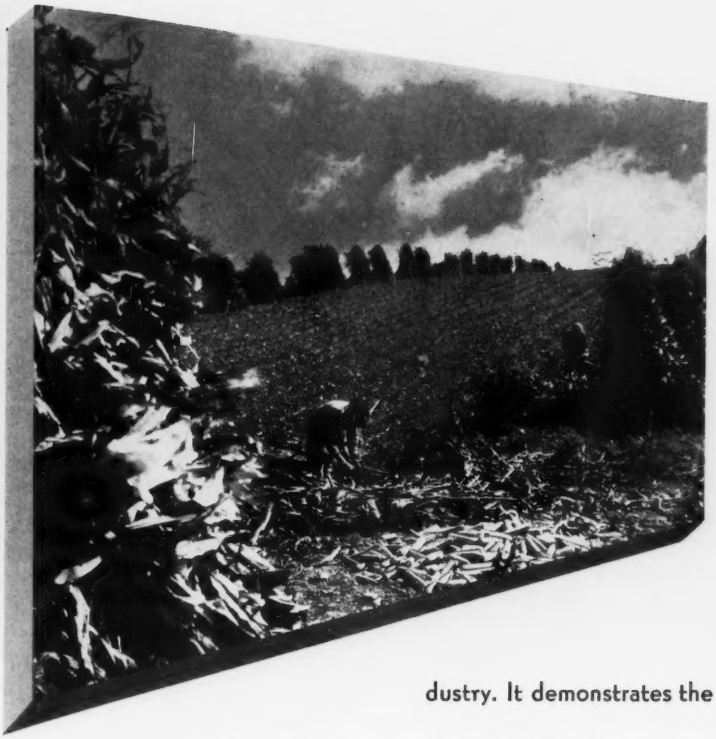
40 Rector Street **New York, N. Y.**

BRANCH SALES OFFICES:

Boston	Cincinnati	New Orleans	Pittsburgh
Charlotte	Cleveland	New York	St. Louis
Chicago	Detroit	Philadelphia	Syracuse

SOLVAY TRADE MARK REG. U. S. PAT. OFF. *Snowflake Crystals* TRADE MARK REG. U. S. PAT. OFF.

PLANT GOOD SEED



A good harvest is a gratifying spectacle whether it is in agriculture, business or industry. It demonstrates the universal law of cause and effect:

Plant good seed and reap an abundant harvest.

That's what you're doing when you sell FULD Sanitary Chemicals. You're planting the seeds that reap the sales.

The assured *quality* of FULD products stimulates an inevitable harvest of rich returns.

DEODORANT BLOCKS
LIQUID DEODORANTS
POWDERED WAXES
FLOOR TREATMENTS

DEODORANT BLOCK HOLDERS
SELF-POLISHING WAXES
LIQUID SOAPS • OIL SOAPS
INSECTICIDES • DISINFECTANTS

FURNITURE POLISHES
PLUMBING SPECIALTIES
SPECIAL CLEANERS
SOAP DISPENSERS

LIQUID CLEANERS
PASTE WAXES
FLOOR SEALS
METAL POLISHES

FULD BROS.

SELLING JOBBERS ONLY!

702 South Wolfe Street — Baltimore, Maryland

Sales Offices: • Seattle • San Francisco • Kansas City • Boston • Brooklyn

Worth Thinking About

In manufacturing a product for the consumer, **there is one thing that is worth thinking about.**

That is the **customer appeal** of the product at the time of its sale and use.

Two competing products may have a great similarity in aroma at the time of their manufacture. It is only wishful thinking on the part of any manufacturer to assume that this similarity will necessarily hold true up to the time of the finished product's use by the consumer.

A properly fixed, fairly priced and full strength perfume raw material will stand up and take it. The aroma and bouquet will actually improve in the product whether it be toilet soap, shaving cream, shampoos, bath salts or other items in your line.

The perfume raw material manufacturer who operates on this policy works on a small margin of profit to give you an honest product—fairly priced.

Where YOU come out ahead though is that YOUR finished product will have the same pleasant bouquet at the time of its sale and use as when you originally put it into the package.

Aromatics Division

GENERAL DRUG COMPANY

644 PACIFIC STREET, BROOKLYN, N. Y.

9 SO. CLINTON STREET, CHICAGO **TRANSPORTATION BLDG., LOS ANGELES**

1019 ELLIOTT ST., W., WINDSOR, ONT.

Volume XVII Number 10

SOAP and SANITARY CHEMICALS

Reg. U. S. Pat. Office

OCTOBER
1941

SANITARY Products Section, which forms a part of every issue of SOAP, begins on page 75.

MEMBER AUDIT BUREAU OF CIRCULATIONS

Contents

- Editorials 25
- A Buyer's View of the Coconut Oil Market..... 27
- Dishwashing Compounds 30
- Plastics in the Soap Industry..... 34
  By Paul I. Smith
- Oxygen Detergents 63
- The Raw Material Outlook..... 92
- Flies for the Peet-Grady Test..... 103
  By W. A. L. David and G. L. Havrey
- Stock Spray Base Oils..... 107
  By H. E. Whitmire
- New Insecticide Regulations..... 111
- Contracts Awarded 51
- New Trademarks 53
- Raw Material Markets..... 57
- Raw Material Prices..... 59
- Products and Processes..... 67
- New Patents 69
- New Equipment 71
- Classified Advertising 125
- Advertisers' Index 133

Published by

MAC NAIR-DORLAND COMPANY, INC.
254 WEST 31st STREET NEW YORK, N. Y.

Subscription rate, $3.00 per year. Foreign, including Canadian, $4.00. Copy closing dates—22nd of month preceding month of issue for reading matter and 10th of month preceding month of issue for display advertising. Reentered as second-class matter, Feb. 9, 1938, at Post Office, New York, under act of March 3, 1879. Mail circulation, September, 1941, issue, 3,838 copies. Total circulation, 4,000.

Let Standard Technical Service

HELP MAKE

STANDARD SILICATES

Work for You!

by: 1. Improving the KEEPING QUALITIES of your soap.

2. Increasing the DETERGENT ACTION.

3. Improving FLAKING QUALITIES.

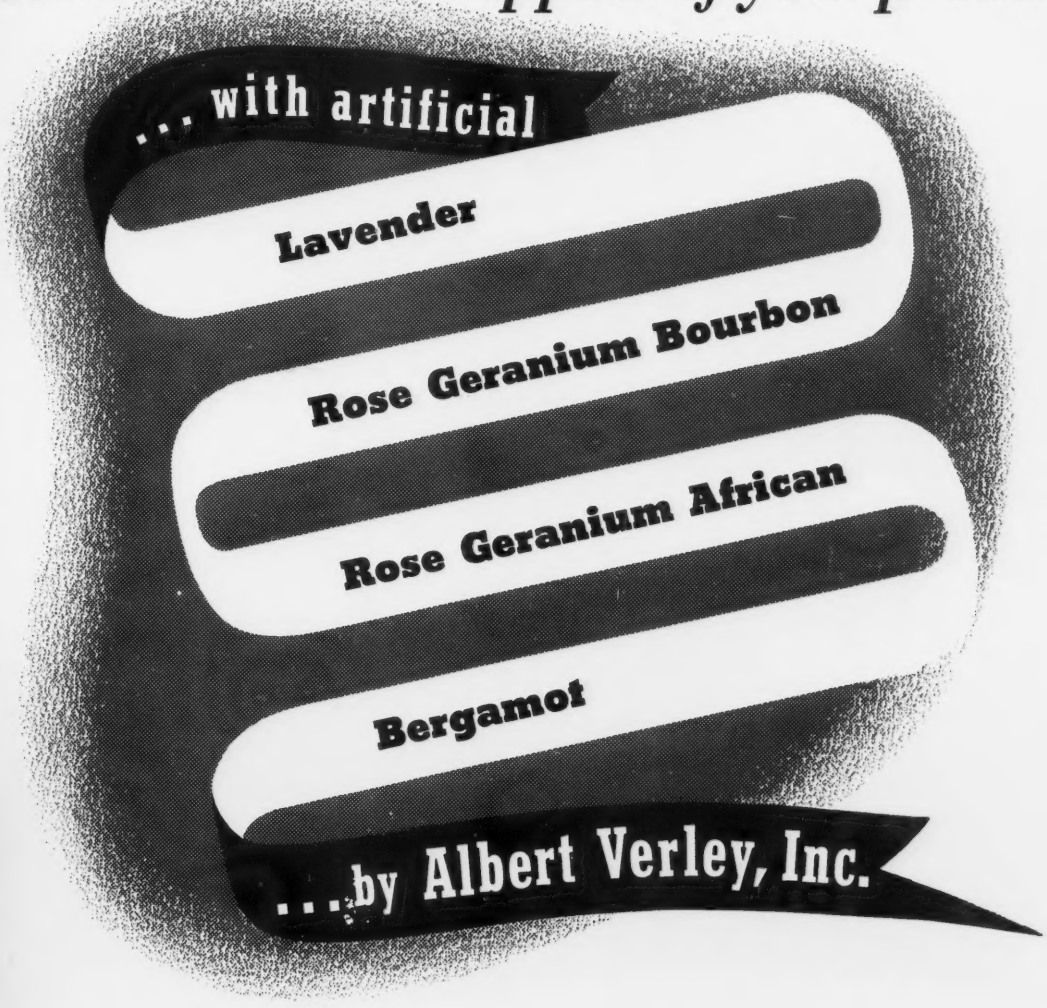
4. Saving FATTY ACIDS without sacrificing sudsing power.

DIAMOND ALKALI COMPANY • Standard Silicate Division

Plants at CINCINNATI · JERSEY CITY
LOCKPORT, N. Y. · MARSEILLES, ILL.
DALLAS, TEXAS

General Offices • PITTSBURGH, PA.

Maintain the odor appeal of your products



Perhaps you have not realized how far the synthesis of these important products has now progressed. Working samples — available upon request — may be a revelation to you, in their amazing fidelity to Nature.

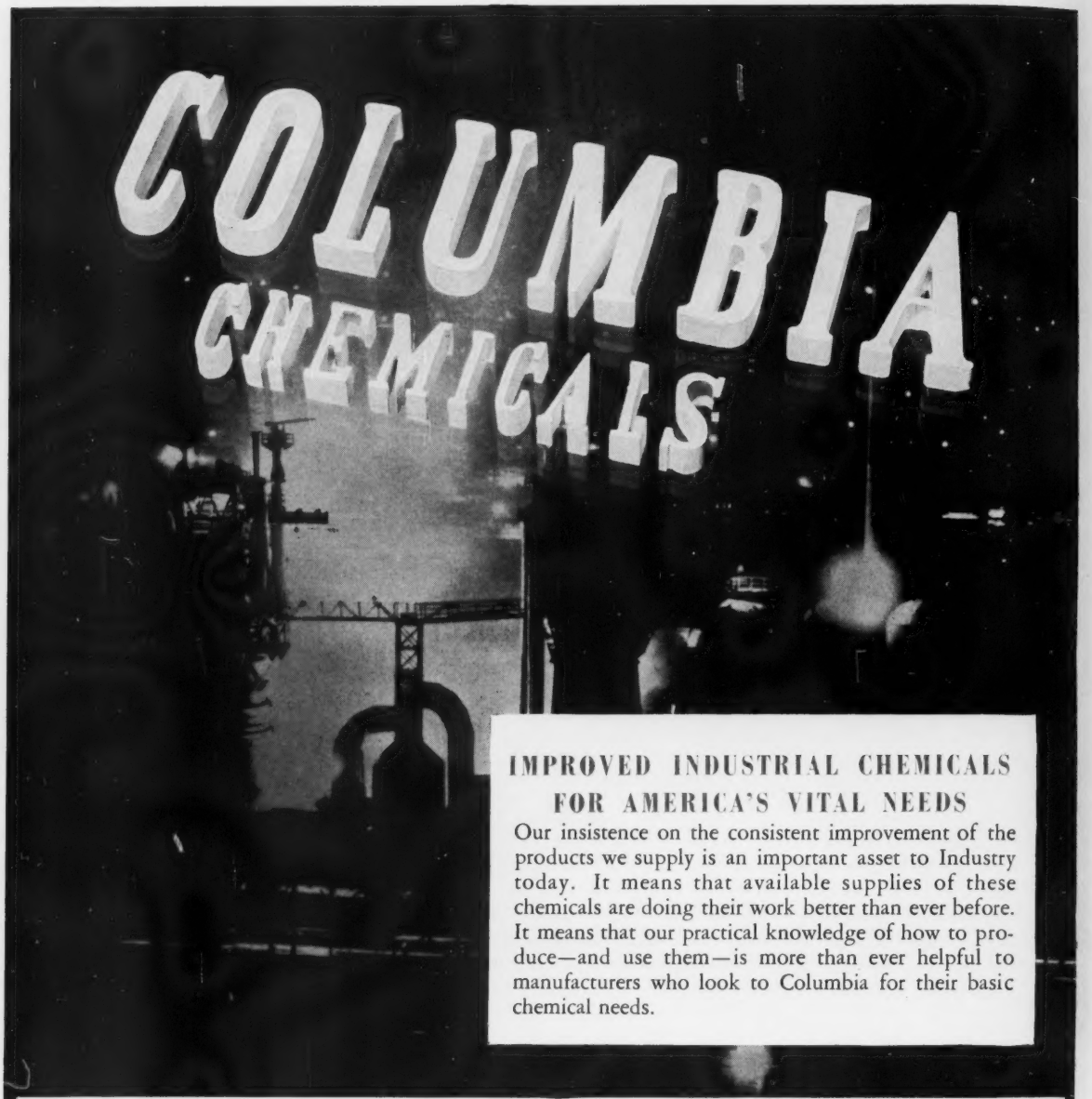
True to the natural materials, these creations enable you to save money while keeping up quality — and help you to conserve your supply of the natural products.

Write now for your samples, with prices — and be assured that results will justify your good judgment in investigating these recent developments.

Albert Verley

AROMATICS

ALBERT VERLEY, INC., D. A. Bennett, *President*
1621 Carroll Avenue • Chicago, Illinois
114 E. 25th St. • New York City
MEFFORD CHEMICAL CO., Los Angeles



IMPROVED INDUSTRIAL CHEMICALS FOR AMERICA'S VITAL NEEDS

Our insistence on the consistent improvement of the products we supply is an important asset to Industry today. It means that available supplies of these chemicals are doing their work better than ever before. It means that our practical knowledge of how to produce—and use them—is more than ever helpful to manufacturers who look to Columbia for their basic chemical needs.

ESSENTIAL INDUSTRIAL CHEMICALS

SODA ASH • CAUSTIC SODA • SODIUM BICARBONATE • LIQUID CHLORINE
SILENE • CALCIUM CHLORIDE • SODA BRIQUETTES • MODIFIED SODAS
CAUSTIC ASH • PHOSFLAKE • CALCENE • CALCIUM HYPOCHLORITE

COLUMBIA
COLUMBIA CHEMICALS

PITTSBURGH PLATE GLASS COMPANY

Columbia Chemical Division

30 ROCKEFELLER PLAZA

NEW YORK, N.Y.

Chicago • Boston • St. Louis • Pittsburgh • Cincinnati • Cleveland • Minneapolis • Philadelphia • Charlotte

ANOTHER **BIG SELLER!!** AND ONLY

HYSAN

HAS IT FOR YOU

Destroys Room Odors

Hangs Inside Toilet Bowl

● DESTROYS kitchen and dining room odors, without removal from container.

● KILLS MOTHS. Simply pull out flap on back of carton and hang in clothes closet.

A Real Moth Killer

● TOILET BOWLS. Remove cellophane-wrapped Aire-Con from container and it hangs over bowl rim by its own curved wire holder.

AIRE*CON the new 3-purpose self-hanging, 4-oz. deodorant bloc..that directs repeat sales back to you.

● Here is a NEW, quality-packaged sales gem that *sells* and *sells* and REPEATS and REPEATS. Aire-Con removes foul room odors . . . it hangs inside the toilet bowl . . . it's a *real* moth killer. Three *big* uses for three-fold sales and profits. ONLY HYSAN HAS IT. Free name imprint for YOUR publicity. Send for sample.

HYSAN PRODUCTS CO.

Manufacturing Chemists

58 EAST CULLERTON STREET, CHICAGO, ILLINOIS

CLEANERS • DISINFECTANTS • SOAPS • POLISHES • WAXES
FLOOR TREATMENTS • INSECTICIDES • DEODORANT BLOCS

HYSAN PRODUCTS COMPANY
58 E. Cullerton St., Chicago
Send me full size sample of Aire-Con.

Firm .....

Street .....

City..... *By*.....

EASY LESSON FOR MANUFACTURERS

Sassafrin is but one of a number of exceptional products which the Felton Laboratories have successfully synthesized to replace many natural products no longer available.

Due to the acute shortage and high price of Sassafras Artificial, it will be well worth while to investigate the merits of Sassafrin.

WRITE FOR A SAMPLE TODAY...

FELTON CHEMICAL CO., INC.

599 Johnson Ave., Brooklyn, N. Y.

BRANCHES IN PRINCIPAL CITIES

Manufacturers of Aromatic Chemicals, Natural Derivatives, Perfume and Flavor Oils.

When it comes to a Choice

COLOR *Wins*

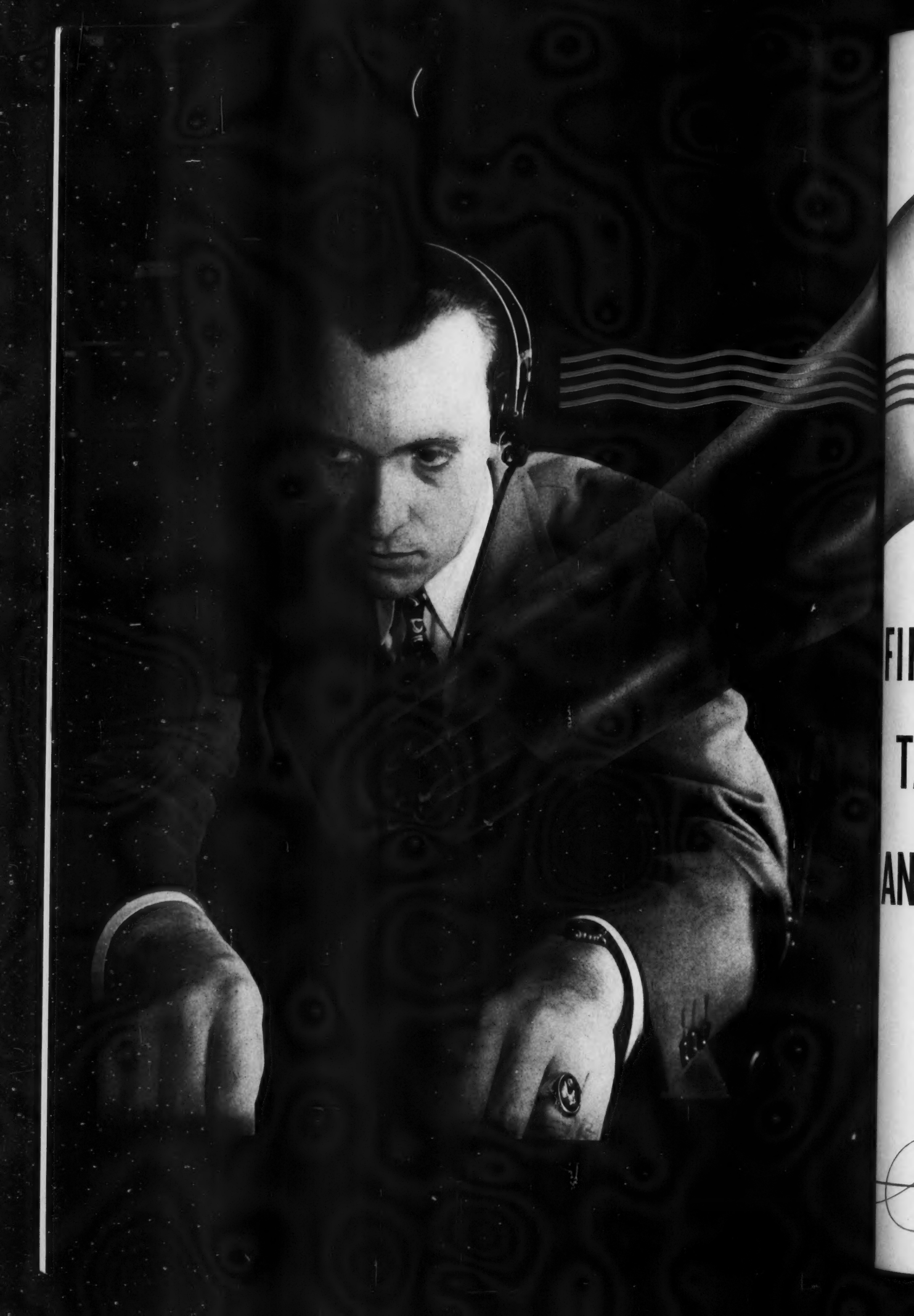
YOUR PRODUCT WILL SELL FASTER in rich, lustrous Maryland Blue. Here's why. Smart, colorful packages are the natural choice of the window trimmer when he wants to "dress" a window . . . of the clerk in arranging open displays . . . of the merchant who stands a few packages near the cash register to stimulate extra sales . . . of the consumer whose natural impulse is to buy with the eye.

SEND FOR SAMPLES of attractive stock bottles and jars in Maryland Blue. Shown below, from left to right, are: French Square, ¼ oz. to 16 oz.; Chesapeake Oval, 4 oz. to 32 oz.; Cabinet Square, 1 oz. to 32 oz.; Squat Jar, ½ oz. to 18 oz. Make your choice from these styles. Or write, telling us the nature of your product and the sizes in which it is packed, and we will suggest an appropriate bottle or jar.

PACK TO ATTRACT IN

MARYLAND Blue

MARYLAND GLASS CORPORATION, BALTIMORE, MD. . . . New York: 270 Broadway . . . Chicago: Berman Bros., 1501 S. Laflin Street . . . St. Louis: Carl Floto, 908 Clark Ave. Memphis: S. Walter Scott, 435 S. Front Street . . . Kansas City, Mo.: Aller Todd, 1224 Union Avenue . . . Cincinnati: J. E. McLaughlin, 401 Lock Street . . . San Francisco: Owens-Illinois Pacific Coast Co.



One of the most important and exacting jobs in radio is that of the tone control engineer. Not only must he have a thorough understanding of tonal effects and an appreciation of musical values, but he must also be equipped with the technical skill to manipulate instruments so that the best in both voices and instruments will be blended into the microphone. Upon his shoulders rests the responsibility for the technical perfection of the broadcast.

FINE BLENDING TAKES SKILL AND KNOWLEDGE

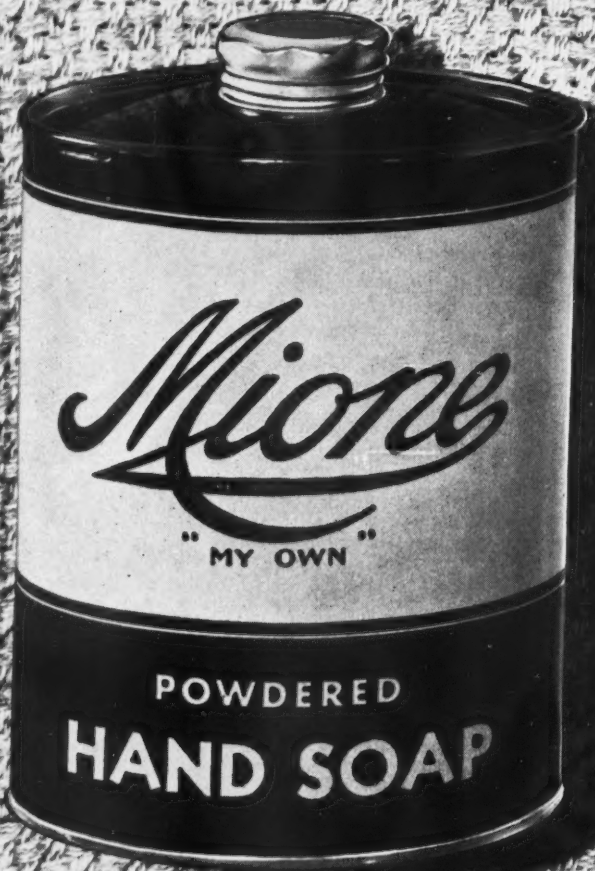
Similarly, the job of the blender of odors for perfumes is a precise and exacting one, calling for a broad background of knowledge and intuitive skill in bringing out the best effects and sensitively balanced odor values from raw materials. Givaudan's chemists have the knowledge, the training and the skill to do this job effectively, as the long and varied list of successful Givaudan odors substantiates. The odors, many of them especially developed to meet individual requirements, are helping many well-known manufacturers increase their sales and at the same time reduce their production costs.

Givaudan offers a wide range of odors suitable for use in perfumes, soaps, cosmetics and toilet preparations. Our staff is constantly working hand-in-hand with customers' staffs to improve the quality of their products. Whatever *your* requirements, they can be met promptly and efficiently by Givaudan.

GIVAUDAN — DELAWANNA, INC.

330 WEST 42ND STREET, NEW YORK, N. Y.

filled on the S&S UNIVERSAL FILLER



4 machines in a single unit!

1. *A gross weight scale with auger feed.*
2. *A volumetric filler, measuring material by the volume of the package.*
3. *A volumetric filler, measuring material by the turns of the auger (a very precise method for small quantities).*
4. *A packing machine to compress the material into packages.*

This S & S Filler is really versatile; fills almost any kind of container with almost any kind of material! And, change-over . . . even from paste to free-flowing powder . . . takes only a few minutes!

S & S UNIVERSAL FILLER

MATERIAL:
Powders, granular products, pastes.

CAPACITY:
½ oz. to 5 lbs.—any container.

PRODUCTION:
15 to 30 per minute.

OPERATORS:
One—filling by gross weight, volumetric measurement or packing.

May we arrange a demonstration for you?

STOKES & SMITH Co
PACKAGING MACHINERY — PAPER BOX MACHINERY
4912 Summerdale Ave., Philadelphia, U. S. A.

at MIONE MFG. CO., Collingdale, Pa.

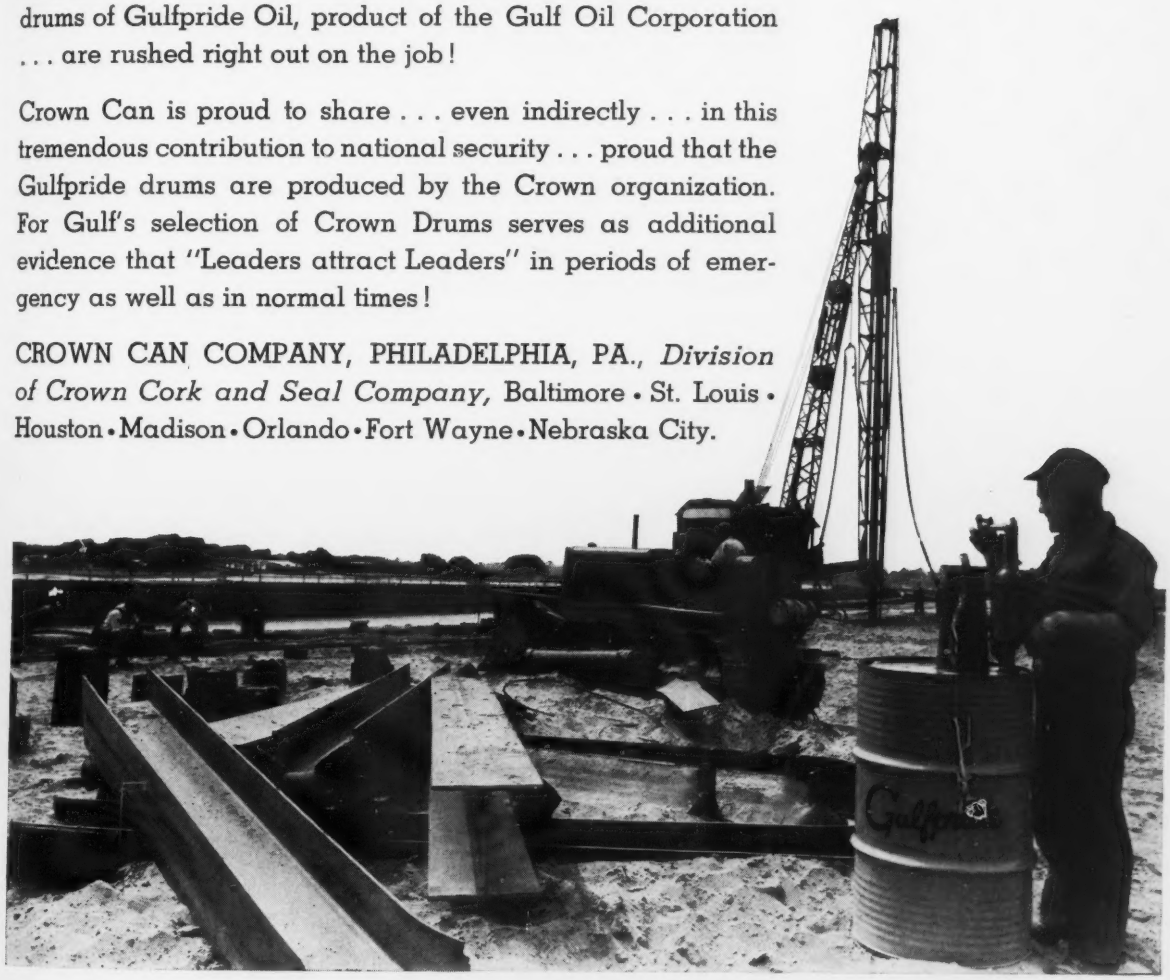
DRUMS TAKE A DRUBBING
AS THE *Navy Speeds Up!*

WHEN your Uncle Sam wants a two-ocean Navy in a hurry ... things move fast at the Philadelphia Navy Yard! Even before Dry Dock Associates finish one gigantic drydock ... another is under way!

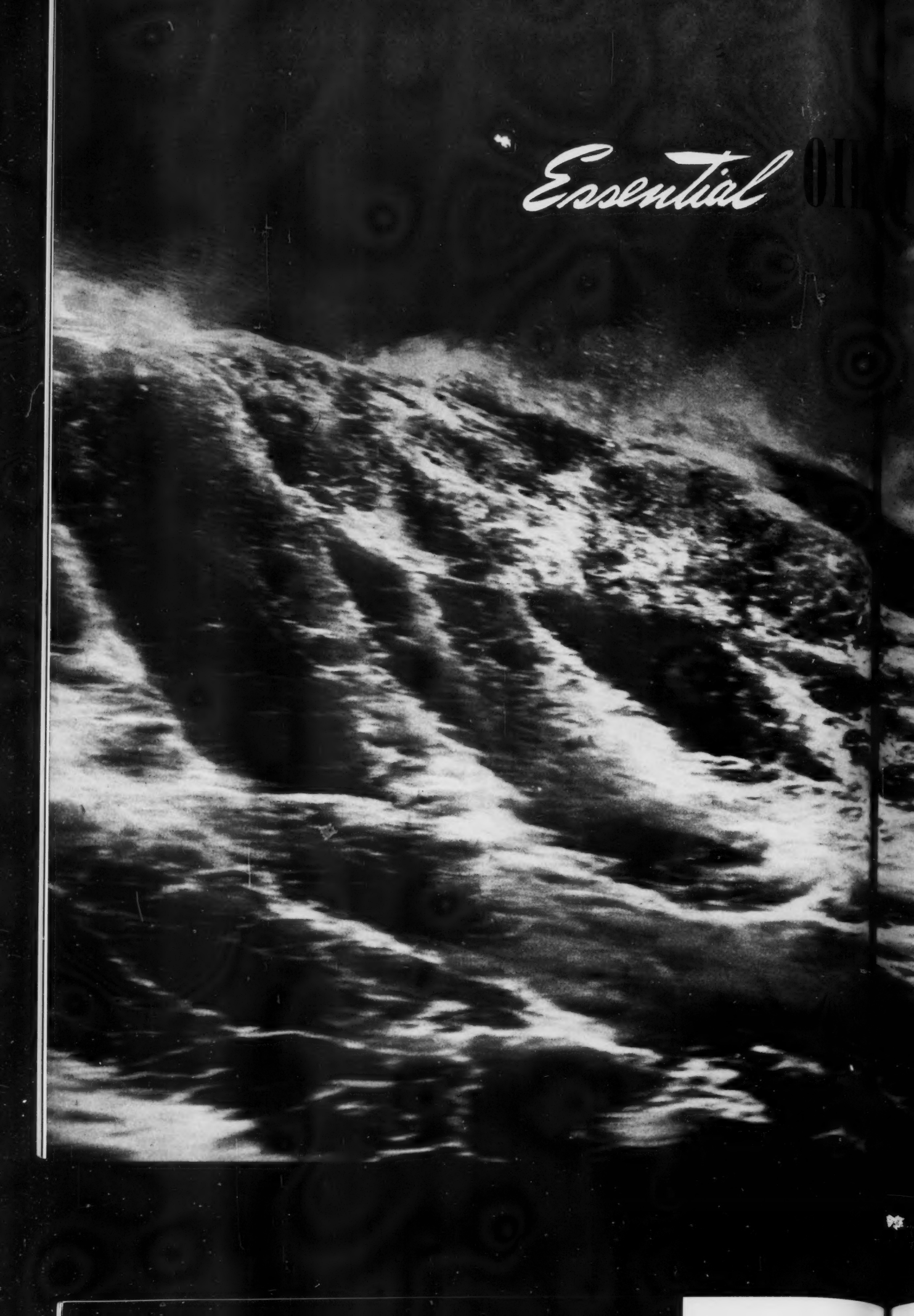
Machinery of all kinds ... pile-drivers, pumpcretes, concrete mixers, air compressors, cranes, bulldozers, trucks ... are driven to the limit. Lubrication becomes all-important ... and drums of Gulfpride Oil, product of the Gulf Oil Corporation ... are rushed right out on the job!

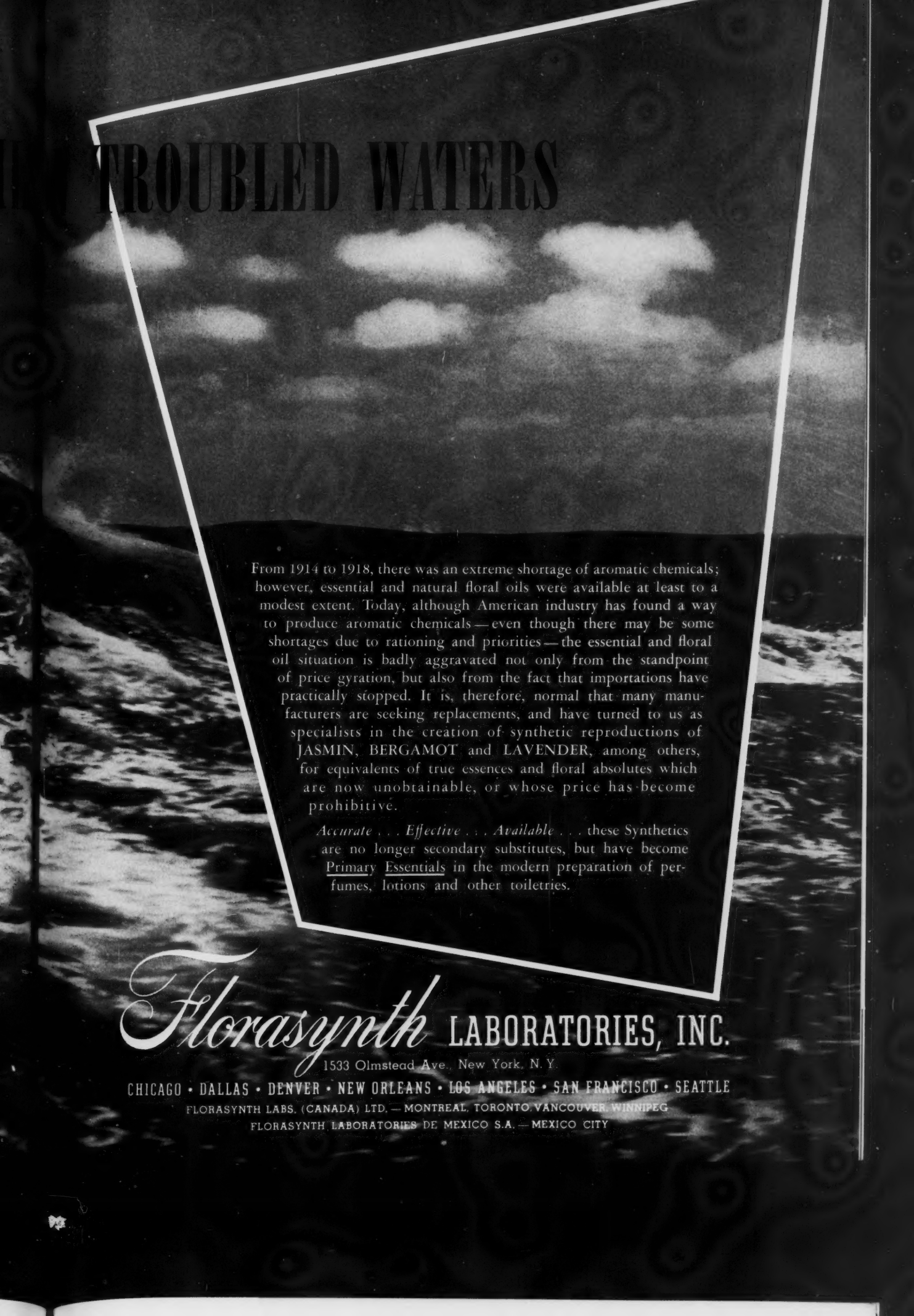
Crown Can is proud to share ... even indirectly ... in this tremendous contribution to national security ... proud that the Gulfpride drums are produced by the Crown organization. For Gulf's selection of Crown Drums serves as additional evidence that "Leaders attract Leaders" in periods of emergency as well as in normal times!

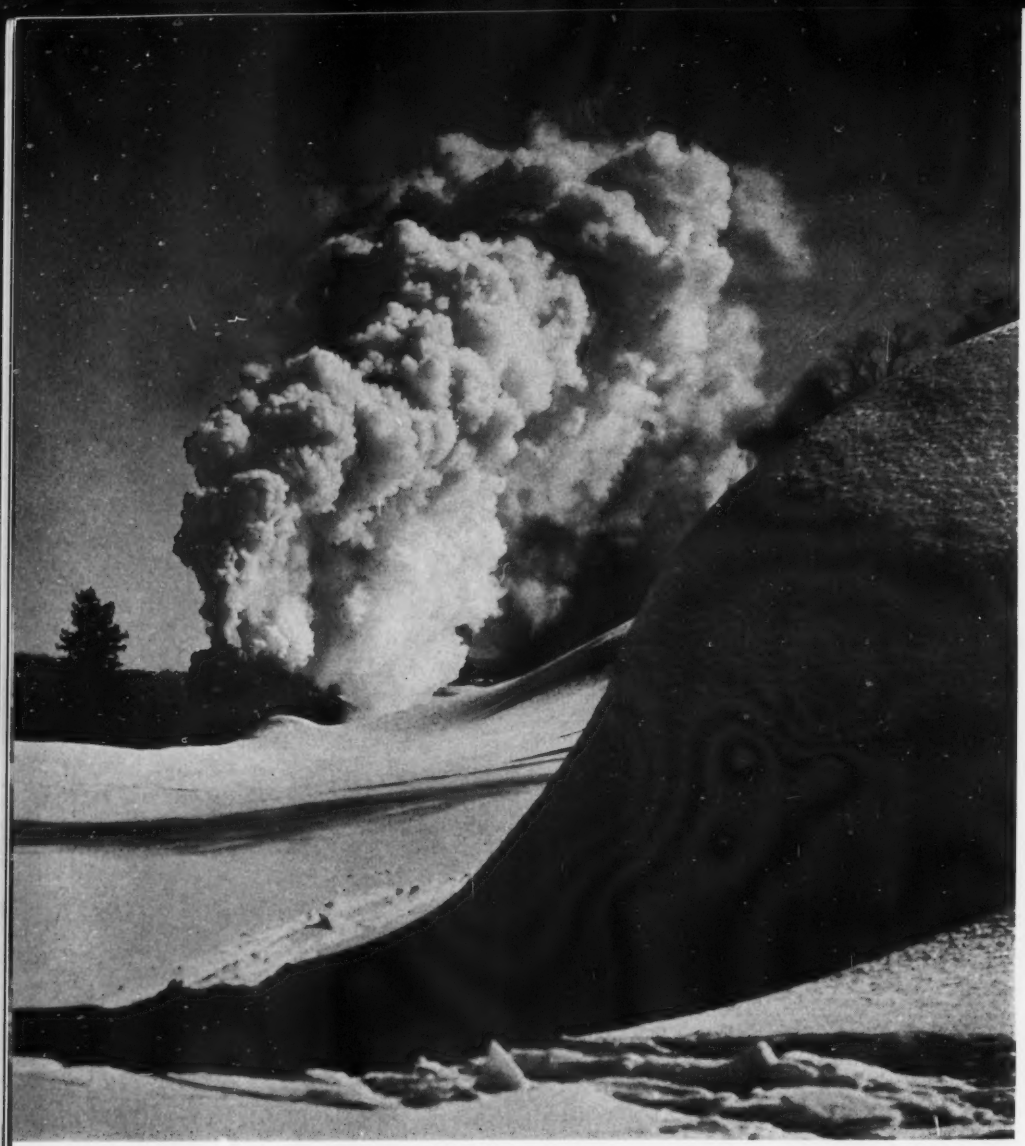
CROWN CAN COMPANY, PHILADELPHIA, PA., *Division of Crown Cork and Seal Company,* Baltimore • St. Louis • Houston • Madison • Orlando • Fort Wayne • Nebraska City.



INDEPENDENT AND HELPFUL CROWN CAN


Essential


TROUBLED WATERS
From 1914 to 1918, there was an extreme shortage of aromatic chemicals; however, essential and natural floral oils were available at least to a modest extent. Today, although American industry has found a way to produce aromatic chemicals — even though there may be some shortages due to rationing and priorities — the essential and floral oil situation is badly aggravated not only from the standpoint of price gyration, but also from the fact that importations have practically stopped. It is, therefore, normal that many manufacturers are seeking replacements, and have turned to us as specialists in the creation of synthetic reproductions of JASMIN, BERGAMOT and LAVENDER, among others, for equivalents of true essences and floral absolutes which are now unobtainable, or whose price has become prohibitive.
Accurate . . . Effective . . . Available . . . these Synthetics are no longer secondary substitutes, but have become Primary Essentials in the modern preparation of perfumes, lotions and other toiletries.
Florasynth LABORATORIES, INC.
1533 Olmstead Ave., New York, N. Y.
CHICAGO • DALLAS • DENVER • NEW ORLEANS • LOS ANGELES • SAN FRANCISCO • SEATTLE
FLORASYNTH LABS. (CANADA) LTD. — MONTREAL, TORONTO, VANCOUVER, WINNIPEG
FLORASYNTH LABORATORIES DE MEXICO S.A. — MEXICO CITY



Snowbound

In March of 1940, a seasoned salesman was snowbound in Boston when all traffic by rail and road was paralyzed. Due in New York, his predicament enforced his first plane trip. For years he had traveled by train and while he comfortably slept in Pullmans, aeronautical engineers were contriving better design and safety in air transportation. When his faithful train failed, the modern plane was ready to do the job, and well.

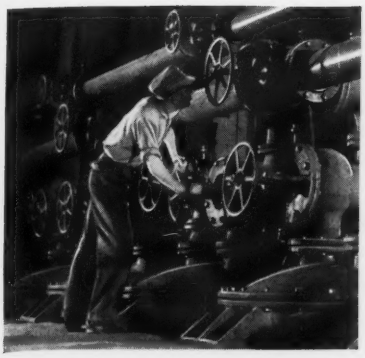
In times like these, when regular supplies of essential oils and raw materials have failed, the call for synthetics and substitutes, is raised. And the answer, "ready", is heard from the ranking firms in our industry who have, through the less hectic years, kept their research laboratories awake to new methods, new processes and new products.

Bergamot, Lavender, Geranium, Ylang, Orris and many other materials, are practically unobtainable, but synthetics and truly excellent synthetics, are ready to jump in and fill the gap just as the airlines were ready when rails were snowbound.

If your stocks are low, check with van Ameringen-Haebler on these exceptional synthetics.

VAN AMERINGEN-HAEBLER, INC.
315 FOURTH AVE NEW YORK CITY

THEY KEEP ON ROLLING . . .



Regulating the amount of carbon dioxide that is pumped to the carbonating towers.

Gas compressors in the North Plant of Michigan Alkali, Wyandotte, Mich. These wheels turn 365 days a year.

The Michigan Alkali plants are never idle. The wheels never stop turning. As a result, production of Michigan Alkali chemical products is continuous.

Night and day, for more than fifty years, raw materials — coal, limestone and salt brine — have poured into the ovens and distillers at Michigan Alkali. And night and day basic chemical products move out over the country, filling the needs of Industry and National Defense.

MICHIGAN ALKALI COMPANY

FORD BUILDING, DETROIT, MICHIGAN

NEW YORK • CHICAGO • CINCINNATI • ST. LOUIS • WYANDOTTE

DISTRIBUTORS IN ALL PRINCIPAL CITIES • *MANUFACTURERS:* SODA ASH • CAUSTIC SODA BICARBONATE OF SODA • CALCIUM CHLORIDE • CHLORINE • CALCIUM CARBONATE • DRY ICE

Oil Ylang Synthetic Superfine

Oil Ylang Synthetic Superfine is a remarkable reproduction of the Natural Bourbon Ylang. This new and completely synthetic oil may be used in many cases to entirely replace Natural Bourbon Ylang.

Eventually a replacement of the Natural Oil must be made and NOW is the time to do it! If you still have a stock of Natural Ylang you can extend your supply by admixture with Oil Ylang Synthetic Superfine.

Oil Ylang Synthetic Standard

Oil Ylang Synthetic Standard meets the need for lower priced compounds. It possesses many of the qualities of our Superfine product and is practical as well as completely satisfactory for products where economy of price is of first importance.

We Also Have

SYNTHETIC BERGAMOT
SYNTHETIC LAVENDER
SYNTHETIC GERANIUM
SYNTHETIC THYME RED
SYNTHETIC PINE NEEDLES

Write for Samples and Prices

AROMATIC PRODUCTS, INC.

15 East 30th Street, New York — Factory: Springdale, Conn.

ATLANTA · DALLAS · MEMPHIS · PITTSBURGH · CHICAGO

LOOK ALIKE? *Identical!* THAT'S THE *Uniformity*

YOU FIND IN DAVIES-YOUNG PRODUCTS—EXACTLY ALIKE FROM DRUM TO DRUM

Complete laboratory control of manufacturing, from raw materials to finished, standardized products, assures the highest degree of uniformity in every product of Davies-Young.

A COMPLETE LINE OF SOAPS AND SANITARY SUPPLIES *for all your needs*

LIQUID FLOOR SOAPS Scrubbing soaps for specific types of floors.

LIQUID TOILET SOAPS Concentrated Liquid and special soaps.

CONCENTRATED SOAP BASES For liquid shampoo, toilet, scrubbing soaps.

LIQUID FLOOR WAXES AND FINISHES Including self-polishing liquid waxes.

OIL SOAPS Vegetable oil scrubbing soaps and cleansers; Surgical soaps, etc.

DISINFECTANTS Pine oil and coal tar, deodorant blocks.

INSECTICIDES Fly and moth sprays and Contact Insecticide and Roach Powder.

FOR CATALOG AND PRICES, WRITE

THE DAVIES-YOUNG SOAP COMPANY

DAYTON, OHIO

"Alpine Violet" CYCLAMEN ALDEHYDE

A domestic product from domestic raw materials

A VALUABLE ALTERNATE FOR HYDROXYCITRONELLAL

• *"Alpine Violet" has odor characteristics similar to those of Hydroxycitronellal, and it is used in the same way.*

The power of "Alpine Violet" makes it economical to use. Although an aldehyde, it is extremely stable in soap. It is non-irritant, and does not discolor.

In considering "Alpine Violet," ask for help that we may be able to give as a result of our long experience in blending this powerful synthetic into many soap formulas. Write Du Pont Aromatics Section, 40 Worth Street, New York City.

DU PONT
REG. U. S. PAT. OFF.

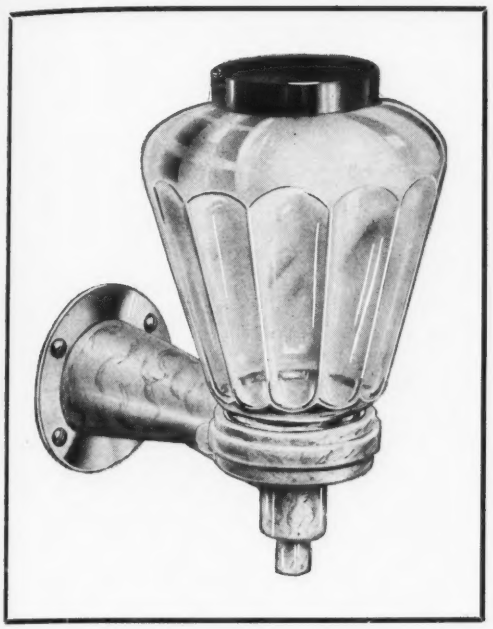
Aromatics

Du Pont makes many important synthetic aromatics from domestic raw materials, including:

*Astrotone**
Isobornyl Acetate
Skatole
Dimethyl Anthranilate
Coumarin
Methyl Anthranilate
Indole
Anisic Aldehyde
Musk Xylol

*REG. U. S. PAT. OFF.

E. I. DU PONT DE NEMOURS & CO. (INC.), ORGANIC CHEMICALS DEPARTMENT, FINE CHEMICALS DIVISION, WILMINGTON, DELAWARE



No. 13

Don't Buy Another Push-up Soap Dispenser Until You Inspect a Sample of Bobrick's No. 13.

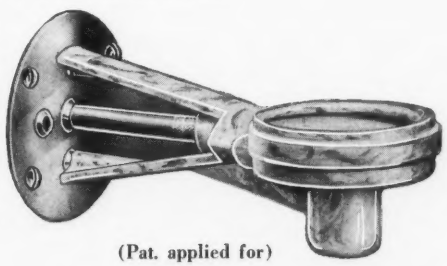
Body and bracket beautiful marbelized plastic of a mixture of white and green colors which match any installation and do not show dirt or dried soap.

Leak-proof valve does not rely on gravity but has strong, unbreakable spring.

Jar is made of "Duraglas"—scientifically designed to stand unbelievable strain. Can not be broken unless struck hard with metal object.

Large screw cap permits easy filling without removing jar.

Priced as low as the lowest.



(Pat. applied for)

Plastic bracket bolted to metal back plate in four places. Metal rod extending from center of metal back plate is cemented into plastic body to give absolute rigidity.

Bobrick Manufacturing Corporation

New York **Los Angeles**

Immediate Delivery

Unlimited Supply

No Increase in Price

Don't Those Words Look Good?

Bobrick has put them back into circulation in the low priced liquid soap dispenser field, with the introduction of PLASTIC instead of hard-to-get zinc die-castings.

Three years before anyone knew there was going to be an acute shortage of zinc, we were experimenting with plastics. In 1940 we gave you the medium-priced No. 21 with a plastic body. It is still the biggest selling dispenser in our wide line.

Now we can insure your constant supply of low priced soap dispensers, sturdy and unbreakable as the metal dispensers, and much more attractive.

Clip this Coupon NOW

Bobrick Manufacturing Corporation
15 East 26th St., New York, N. Y.

Send me one new PLASTIC No. 13 dispenser by return mail. This is to be billed at the dozen price and is returnable within 30 days.

Enter our order for .....doz. No. 13's.

_____

_____

_____

You *Would Not* Drive a Car of 1920 Vintage–
You *Should Not* Use a Soap Press of 1920 Vintage–

because—

. . . an obsolescent soap press wastes more time and money in a day than an old motor car in a month.

Old-type worn out presses do poor pressing. They rapidly destroy expensive dies. They are false economy.

Save money by replacing old machines with

JONES
TOGGLE
OPERATED
PRESSES

Type ET Toilet Soap Press

Type K Laundry Soap Press

. . . perfect pressing at higher speeds . . . far more salable soap . . . no noise or vibration . . . lower operating cost . . . these are yours when you replace old presses with JONES TOGGLE PRESSES.

R. A. JONES & CO.
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AS THE EDITOR SEES IT

SHORTAGES! Priorities! How can I get more of this or of that? Where am I going to get enough drums, pails, barrels, cans to ship my stuff? Just where do my finished materials stand? Do they have any rights under the defense program, even though they go to maintain defense plants, or are they strictly of a "civilian" character?

No wonder that the average manufacturer's head is in a whirl. The tremendous complexity of the present raw material problem, especially chemical raw materials, would make anybody dizzy. In chemical products alone, over 30,000 applications for priority ratings had been received by the O.P.M. early last month and less than one-third of these had been reviewed. The word, "swamped," probably describes the position of the O.P.M. Add to this, innumerable and sudden changes in O.P.M. set-up and regulations,—and the bewilderment of the average manufacturer is about complete. He doesn't know what to do, or when to do it. What he does today may be wrong tomorrow. Advice which he receives today may be obsolete tomorrow. And to top it all off, some of his customers are not above telling him that he is pulling a fast one in not shipping those ten barrels of floor scrub soap due last week.

There is no magic wand in obtaining priorities, no blanket rules for whole industries. Each firm, each product and each problem must be considered alone. And there is only one basic factor in determining whether or not any item is entitled to priority. Is it wholly for defense or agriculture? Upon the substantiated answer to this question depends whether you do or do not obtain the materials which you need if the supply is *curtailed by defense requirements.*

From what we have seen of representatives of the O.P.M., they are making every possible effort to be helpful to industry and to avoid undue hardships on non-defense manufacturers. The O.P.M. and also the O.P.A. will help you if they can,—but understand, the object of the O.P.M. is to speed up defense production in every way possible, and not to help you obtain a raw material simply because you are short of it. If you have a problem,—and what manufacturer hasn't?—we suggest that you try to discuss this with the local representative of the O.P.M. or O.P.A. nearest to your plant, present your case, including all facts and figures obtainable, and we feel that they will tell you whether you can or cannot get what you want, and what the procedure should be, including those priority application forms in quintuplicate.

THE biggest customer for American industry today is the defense program. Thousands of tons of materials costing billions of dollars are being poured into our "arsenal of defense." But this is today. What will it be tomorrow? For just how long is it going to be easier to sell soap than to obtain raw materials from which to manufacture it? Certainly, nobody expects this present mad pace of production and spending of public money to continue indefinitely. A year, or two, or three,—and then what?

In the house organ of a well-known chemical firm, it was pointed out recently

that although defense is the big customer right now, it is not a long-term customer. And the significance of this, especially to many small manufacturers, is great. While straining to fill defense needs, sight cannot be lost of the fact that tomorrow when the present emergency is over, those accounts which have been on the books for years will again spell "bread and butter."

WHAT are small manufacturers of soaps, detergents, and cleansers going to pay in the way of taxes for 1942? In short, just how hard is the new tax law going to hit them? Although the framework of the new tax structure is quite well known, there is not a doubt but that the average soap manufacturer, especially the smaller manufacturer, is going to have his breath taken away when he sits down with paper and pencil and figures it all out in dollars and cents. He will then begin to appreciate in a general way the meaning of the expression, "pay the fiddler."

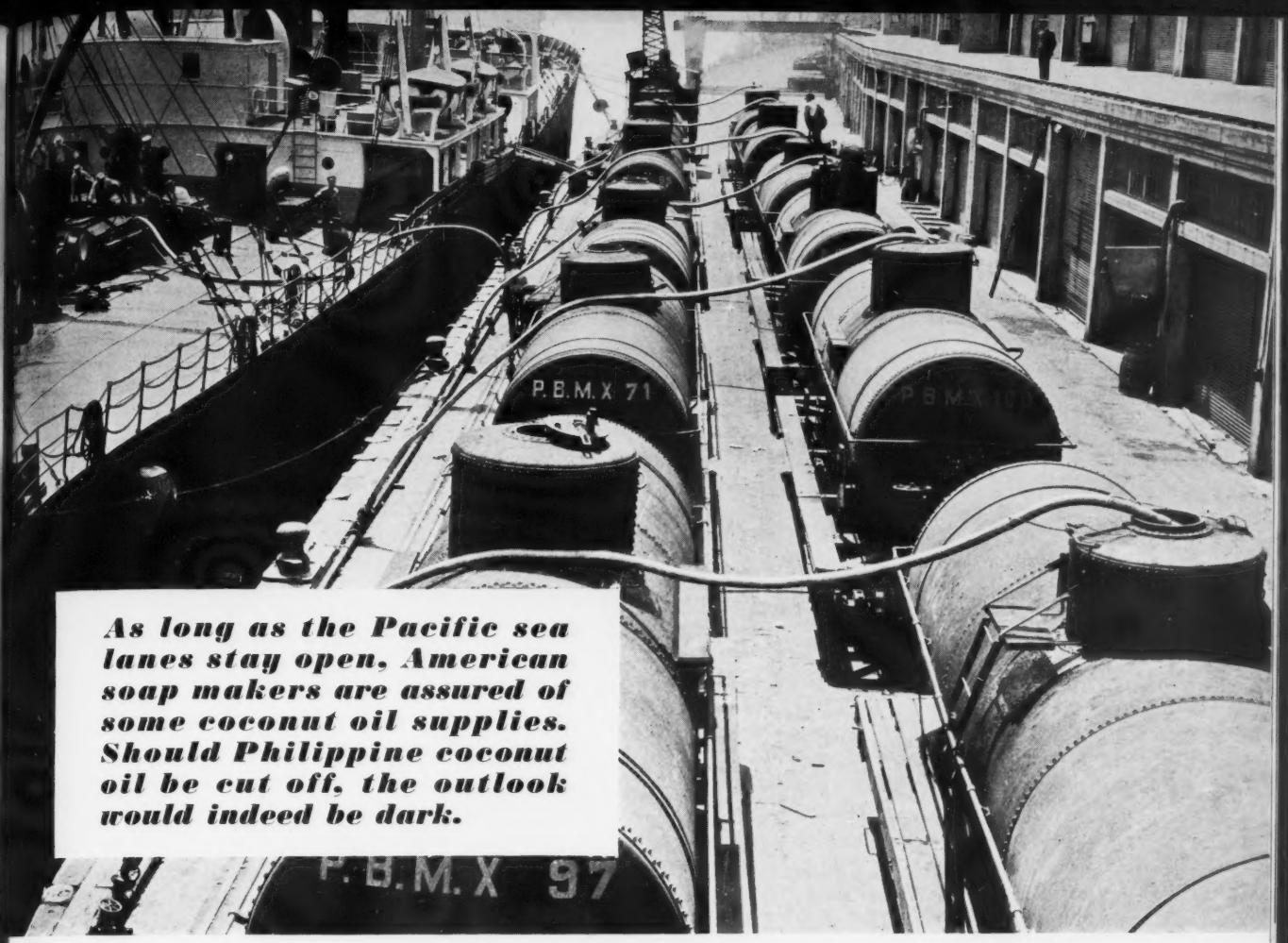
Roughly estimated calculations, — and rough is most certainly the correct word,— indicate that something like 20 to 25 per cent of the gross income of the average smaller soaper may be paid out in taxes in 1942. This, of course, includes the excise tax on coconut oil *et al* as well as the new taxes. For the larger soapers, with larger capital structures, it is estimated that something like 15 per cent of gross income will go for taxes. At the present time, total direct tax payments for the industry as a whole are estimated to stand around 10 per cent.

If, on top of these taxes, we add those taxes, income and others, paid by individual workers and executives, we begin to appreciate the size of the tax load being built up. It is quite conceivable that for every dollar's worth of soap sold in 1942, close to thirty cents will go for taxes. With such a prospect in mind,—plus a thought of the raw material and wage outlook,—we fail to see how generally higher soap prices can be avoided in 1942.

FOR many years, some of the best-known brands of toilet soap on the American market have been packaged in individual cartons. In fact, what is reputed to be the largest of toilet soap sellers in the U. S. has always come to the consumer in a carton. But, now comes word from the O.P.M. that the use of paper, fibreboard, boxes, cartons, etc., in packaging and shipping soaps, toilet goods, disinfectants, insecticides, chemicals, and the like must be reduced at least twenty-five per cent,—that the manufacturers must do this owing to a shortage of paper and pulp growing out of the defense program.

So what will the manufacturers of cartoned toilet soaps do,—as well as those who pack in fancy wrappers, boxes-of-three, and so forth? Are we going to see our well-known brands of bar toilet and laundry soap go to market naked? What of the cartons used for laundry soap flakes, powders, granules? To be sold in bulk out of a barrel?

All of these questions present serious problems to the soap manufacturer, more serious because we fear that the enforcement of any such O.P.M. directive might be more vigorous than sensible. And that such would constitute a direct threat to the millions upon millions of dollars of good-will invested in hundreds of soap brands and packages. Accordingly, we feel that where any plans for enforced cuts in paper consumption are made, they should be directed wherever possible by the manufacturer to reduction or elimination of the shipping container rather than that part of the package immediately surrounding the product itself. In short, we feel that if soapers must cut their paper used in packaging, do the cutting where it will do least harm to expensively-established brand good-will.



As long as the Pacific sea lanes stay open, American soap makers are assured of some coconut oil supplies. Should Philippine coconut oil be cut off, the outlook would indeed be dark.

A Buyer's View of the COCONUT OIL MARKET

TO buy or not to buy?—That is the question which buyers of coconut oil for smaller soap concerns must ask themselves these days. Or, stated in another way,—shall the decision be to increase revolving or floating inventories of coconut oil by making further commitments in the form of spot purchases, or to reduce present inventories and make commitments on futures?

Obviously, there are a great many factors entering into and influencing the decisions of the buyer in times like these. Not every buyer of coconut oil is in a position to take time out of his already over-crowded calendar to study the supply situation at first hand. But this is just what one buyer for a small Eastern soap firm did. He made a flying trip to the West Coast for the express purpose of getting first hand information on the coconut oil outlook. Then he acted accordingly. His observations and suggestions to other small buyers, who have to face problems similar to his own, are illuminating.

Before any buyer makes a decision to buy or not to buy coconut oil, said the soaper in an interview with a representative of *Soap and Sanitary Chemicals*, he must first of all appreciate thoroughly the policies which his firm is pursuing or plans to pursue in the matter of changing its soap formulas to permit of a lower percentage of coconut oil, should such a course become necessary. Also of prime importance is the policy of his company in regard to tonnage sales and new business.

Naturally, if a company is going to accept all the business it can handle at the present time, it is more than liable to find itself in an adverse position at some later date. On the other hand, by curtailing actual tonnage sales, as compared with potential tonnage sales, and not accepting any new business, as is rapidly becoming a general practice in many fields, a company's raw

material requirements are less of a problem. The buyer must act according to the policy of his company in this matter. From another angle, it is important not to increase the size of any small business too rapidly these days. Of what use will it be to make too great a profit?

After making a fair determination as to his company's immediate and future requirements of coconut oil, based on the above policies, the buyer is confronted with other questions which must be considered carefully: financing necessary for funds tied up in inventories; interest on money tied up, and other carrying charges such as insurance; and also estimated spoilage and leakage of stocks.

Intimately connected with the entire problem of buying at the present time is the probable duration of the war. What the buyer does will have to depend to a considerable extent on his opinion as to how long the war is going to last. This is necessarily a guess and a gamble. However, it is a factor of the highest importance as the current market situation is tied in directly to the war. As histories of previous wars have repeatedly shown, prices of raw materials tend to drop immediately following the cessation of hostilities. Thus, being overstocked with high-cost inventories at the time the war ended would be somewhat hazardous.

The middle course, if it can be found, appears to be the optimum at this time. For a number of reasons, it would be bad business to be overstocked. And it goes without saying that to possess too small an inventory would be foolhardy. What is most important of all right now is *actual possession* of coconut oil, and he who has not protected himself with ample stocks may find that he is in a bad spot. Ownership of fats and oils of every type is by far the safer position nowadays. But buyers should not commit themselves on purchases more than 18 months ahead even in the present market. No one has the power of looking that far into the future, or even three or six months for that matter, but purchases 18 months ahead seem to be reasonably safe in view of the present war outlook.

A RECENT survey of soap companies shows that the more progressive companies have large inventories of fats and oils on hand. Soap manufacturers in general appear to be heavily stocked. But if soap sales begin to decline rapidly, as some authorities expect they will eventually as a reaction from the record-breaking sales of the past year or so, large inventories would represent the most serious menace. Business is currently good, but it is not known how long the curve of soap sales will remain at its present level. Even now, according to reports from a few soap makers, soap sales have shown signs of dropping somewhat. It seems to be the consensus of opinion, however, that sales will not begin to slacken appreciably before early next year.

It is well known that the recent large increases in soap sales are attributable mainly to the following factors: (1) large purchases by the government for the armed forces and other uses directly connected with the national defense; (2) heavy stocking up on the part of distributors, jobbers and other wholesalers; (3) higher actual consumption by the civilian population as a result of increased industrial activity and larger payrolls, and to some extent, stocking up on the part of the individual householder. Demand from wholesalers, however, has fostered the production of soap markedly in excess of actual domestic consumption.

When will the up-trend in soap sales level off and reverse itself? Obviously, the reversal must come sometime, and may be sooner than generally expected. The reversal will come when the government, the distributor, the jobber and other customers of the soaper find themselves overstocked with soap products. When the distributor finds his stocks are beginning to move less rapidly, the pressure of his demand on the manufacturer will ease up and the pendulum will begin its inexorable swing in the opposite direction. When the ultimate consumer of soaps is no longer a buyer, everyone along the line will have to back down.

This, then, is a strong argument against excessive stocking of coconut oil on the part of the small soaper. Another argument against building too much inventory is the fact that the government is opposed to the accumulation of excessive stocks of oils and fats in the hands of consumers. There is a possibility the government may, within the next six months or so, check up on individually held stocks. If stocks officially should be deemed excessive, the holder might be forced to sell. This is only conjecture, but the Office of Price Administration is attempting to eliminate speculative practices in the oils and fats markets.

Hence, it is considered wise, in the opinion of some market watchers, gradually to reduce inventories over the next 18 to 24 months. It is believed that, during that time, the outlook will become more clearly defined, bottlenecks will be opened up, situations now very tight because of unusually high demand will have had an opportunity to reach a state of equilibrium and conditions will be tending back to normal.

If he can accept this view, it might be a wise policy for the buyer of coconut oil to allow his inventories, which may be now probably anywhere from two to three times the normal level, to shrink gradually over the next year and a half back to a more normal position. In adopting this general plan, he will be in a better position to adjust his buying to conditions as they are at the end of that period, whatever they may be, and not be stocked with excess quantities of high-priced oils. In 18 to 24 months, it is estimated, government inventories on many materials needed for defense or related to it will be built up to a point where only replacement stocks will be required, and the demand from that direction will be greatly reduced. Of course, there are any number of *ifs* involved, but

at this point, the plan of allowing inventories to shrink gradually with the aim of returning to normal sometime between a year and a half and two years from now seems a safe and sane course.

AMPLE supplies of coconut oil exist on the West Coast, and it is well known that there will be no scarcity of coconut oil as long as bottoms are afloat in the Pacific. One indication of the size of coconut oil supplies on the West Coast is that suppliers are guaranteeing deliveries on future buying for January, February and March. Offerings of crude coconut oil for spot buying are said to be somewhat light as dealers have no desire to sell before the turn of the year. Reasons for wishing to delay sales until 1942 are tied up with the excess profits tax situation.

In the purchase of coconut oil, two main points must be considered: where to buy the oil and where to store it. Decisions on these questions would depend to some extent on the geographical position of the soap factory, and also on the relative prices of the oil on the East and West coasts, as well as the freight rates.

The freight differential on overland and shipping between East and West is equal to 99 points per 100 pounds. Spot prices at New York are ordinarily 1 cent a pound higher than at San Francisco, while future prices at New York are one-quarter cent lower than spot for November - December delivery and one-half cent lower than spot for delivery after the first of the year. No end to the price rise of oils is seen for the immediate future.

There must be a limit to any buyer's commitments on oils and fats. Thus, he must ordinarily decide whether or not to hedge his position. This is a problem of the individual buyer, and he must watch his average costs from the viewpoint of his commitments or he will run into trouble. Buying must be conducted more carefully today than ever.

More important even than the price actually paid for coconut oil is an assured source of supply. Actually, it does not matter what price is paid within certain limits, but it *is* necessary to be able to obtain coconut oil. The experienced buyer of oils and fats finds it a wise policy to keep to his regular suppliers and depend on them. It is essential these days to have regular, reliable sources of supply. This will be particularly necessary in the event that suppliers ever have to allocate coconut oil. There is always a possibility under present conditions that this may come about eventually.

If such a situation arrives, that is, allocation of materials, suppliers will naturally be unwilling to supply new customers. Depending on the severity of the shortage, suppliers may not even be able to take care of the needs of their old customers and may be forced to give them only a percentage of their normal or average "take." It is essential today to have established a firm customer-supplier relationship, and sad today is he who has always been a "shopper." An example of this may be found in the situation in castor oil. This oil is scarce at present and producers are taking care only of their old regular customers, not offering material to outsiders.

THE question of substitution for coconut oil is a very important one to the buyer. He should temper his purchasing according to the amount of substitution which may be undertaken,—always with the possibility that some day coconut oil might be impossible to obtain. The buyer must ask himself the questions: what can we do about substituting in the products we are now making? In a 20 per cent coconut oil toilet soap, or a 100 per cent coconut oil liquid soap or shampoo, for example, what changes can be made if we are unable to get coconut oil at some future date? What other quick-lathering stocks would be available in the event that coconut oil is cut off?

What would soapers do if the situation should become desperate? Everyone is looking for substitutes for coconut oil and other ways to get around the need for the material. There are no direct substitutes for coconut oil on the market available in large enough quantities to be of much value. If coconut oil shipments were cut off, so would shipments of the other imported quick-lathering stocks, such as palm-kernel oil, babassu oil, ucuhuba butter, etc. All these oils are scarce themselves and would be even more difficult to obtain than coconut oil if it should disappear from the market.

There are no domestic oils which can be used to replace coconut oil to any extent. Small percentages of oils such as soybean oil, corn oil, and peanut oil can be introduced into certain types of soaps to permit a reduction in the proportions of coconut oil without changing materially the quick-lathering properties and other characteristics of a typical coconut oil soap. None is completely satisfactory, however, when used to replace more than a small amount of the coconut oil content of a soap.

(*Turn To Page* 71)

AMEND OPACS SCHEDULE NO. 25

ALL trading in fats and oils on commodity exchanges was definitely excepted from the operation of schedule No. 25 in an amendment issued recently by Leon Henderson, Administrator. This action was taken to clear up confusion in the trade over the operation of the schedule, which was designed to eliminate speculative practices in the purchase or sale of fats and oils. It was not designed to interfere in any way, at the present time, with the operation of the futures market. However, Mr. Henderson stated, if the activity in the futures market should reach a point where it creates an artificial influence on prices, action may then become necessary to limit such trading. The amendment also excepts futures contracts and purchases or sales by Federal departments and agencies from operation of the 45-day limitation on deliveries under forward sales.

DISHWASHING COMPOUNDS

The scarcity of trisodium phosphate and ways to get around it... possibilities of the silicates, modified sodas, etc., in the present emergency.

MANUFACTURERS of dishwashing compounds are having their troubles in obtaining sufficient phosphates for their needs. To a lesser extent, the same is true of the silicates. In this respect, those making dishwashing compounds do not differ from the manufacturers of a thousand and one other compounds and specialties who are finding it difficult to purchase all the chemical raw materials which they want. As in many other items, the demand for dishwashing compounds has expanded and every manufacturer is anxious to get his share of this larger demand. Few if any manufacturers are willing to sit back and take the same amount of business which they enjoyed last year. Everybody else is doing more business,—so why shouldn't we do more too?

Today, orders are easy to get. Next year and the year after, it may be different, but right now, orders are easier to get than is the raw material to fill them. This applies not only to dishwashing compounds, but to all cleansers, soaps, cleaning fluids, and a host of other detergent and chemical specialties. Not only is the defense program taking a large tonnage of all sorts of raw materials, but a great majority of manufacturers of strictly "civilian" products are, and have been attempting to obtain a larger supply of raw materials for the simple reason that they can and would like to get more business on their finished products.

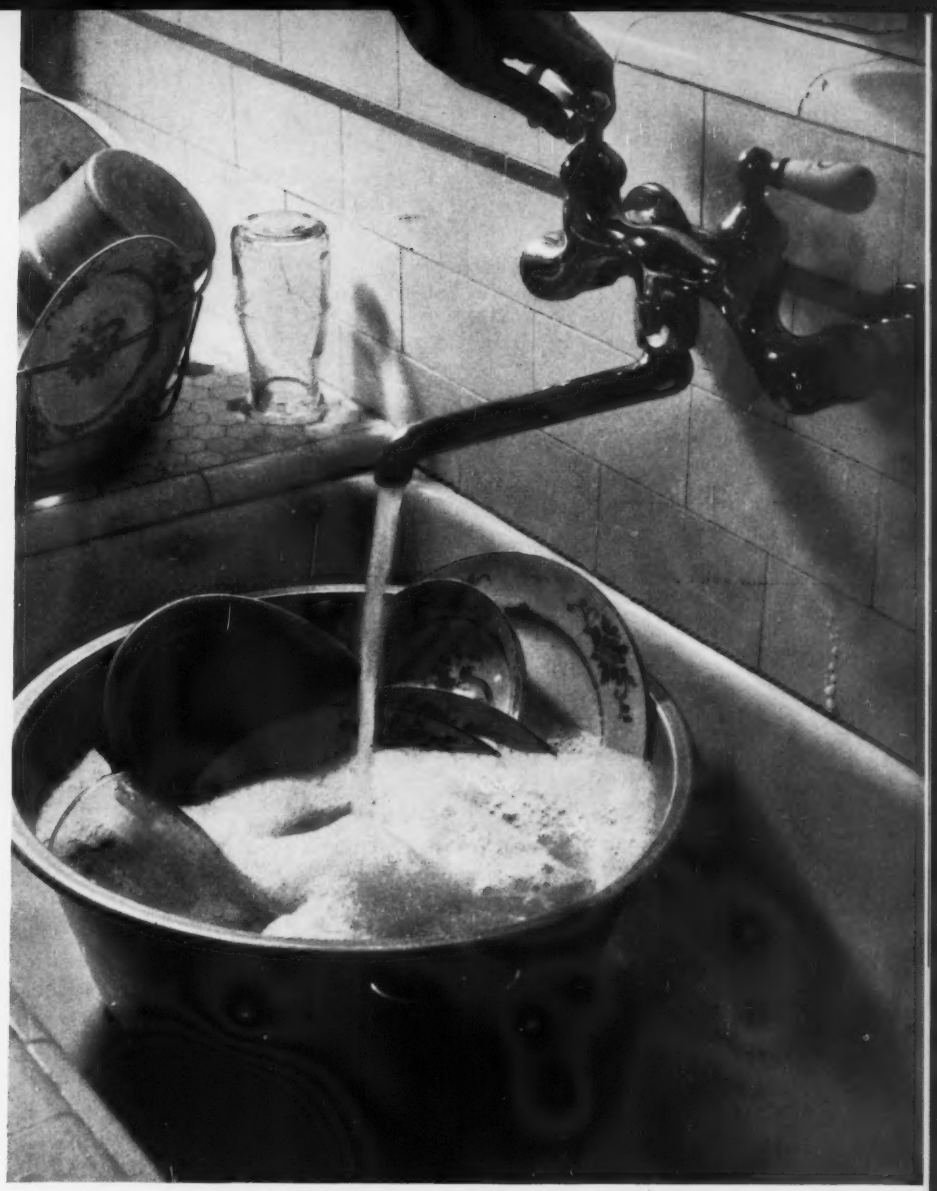
It is this demand for *additional* tonnage of raw materials, over and above what was taken last year, which may or may not have a connection with manufacturing for the defense program, which has created what appear to be shortages and has cleaned the market of anything resembling spot stocks of most chemicals. Out of a total of some three-hundred chemical items on the list of one leading manufacturer, it was pointed out that no spot stocks existed anywhere for 250 of these items, and that the other 50 were in generally small supply.

In this same boat, are trisodium phosphate, the main ingredient of most dishwashing compounds, as well as all other derivatives of phosphoric acid. Tetrasodium pyrophosphate, so widely used during the past two years in laundry soaps and cleansers, is likewise very scarce, the large current soap production of the country probably accounting for the absorption of a much greater tonnage of this material. Scarce also is disodium phosphate, used so widely in industrial boiler water treatments. This latter less-alkaline relation of T.S.P. has been suggested as a substitute for T.S.P. in some instances, but it is in just about the same position as far as supplies are concerned.

Behind the scarcity of phosphates which is interfering considerably with the expansion in the business of many a dishwashing compound manufacturer, is the defense program and the demand for phosphorus itself. In addition, the increased demand for cleaning materials, especially those used in industry, both directly and indirectly, has put heavy pressure on the available supply of phosphates. Elemental phosphorus is a direct munitions item, going in large tonnage into the manufacture of fire bombs, tracer bullets, and other like items. Its position as such requires no further comment as far as manufacture and supply are concerned, as well as its effect on phosphate supply. Two recently issued government contracts for elemental phosphorus totaled over 4,500 tons. This quantity of phosphorus taken out of the market is the equivalent of over 40,000 tons of trisodium phosphate.

Trisodium phosphate has long been used as a cleaning agent in metal manufacturing where the surface of the metal must be clean and grease-free before it is fabricated, plated, or processed in some other way. The expansion in metal manufacture of all kinds as part of the defense program is quite well known, and the increased tonnage of T.S.P. which has been taken for this purpose alone is stated to be very high. In fact, the consumption in plant processing of T.S.P. and special compounds based on T.S.P. has always been in direct proportion to general industrial activity.

On top of the industrial demand for phosphates, there is also the wide expansion in the use of all types of dishwashing compounds re-



sulting from general industrial activity. More people are eating in and about factories, offices, etc., more restaurants, cafeterias are running, and people are eating more because they have more money to spend. This means that more dishes are being soiled and have to be washed,—probably millions daily,—and this means the use of more dishwashing materials, whether they be soap, T.S.P. or what not. And not only must dishes be cleaned, but all of these additional factories which are operating full blast must be kept clean, their floors, walls, windows, etc. It all adds up to more consumption of cleaning materials.

There is also one other point of interest in considering the market position of the phosphates, and this applies also to about every chemical raw material on the list. In previous years, many a buyer has contracted for a certain quantity, say twenty tons of T.S.P. He was protected for twenty tons but year after year, he actually only ordered out for delivery some fifteen or eighteen tons. But this year, it is different. Every last buyer is taking his full contract allowance and trying to coax his supplier into letting him have even more than the contract quantity. This practice in itself probably accounts for the equivalent of an increase of fifteen or twenty per cent in demand.

THE market position of the silicates, particularly sodium metasilicate and also sodium orthosilicate and the sodium silicates, is basically different from the phosphates. Where elemental phosphorus is a munitions materials, silica is not. In addition, the available supply of silica is large and the production of all types of silicates is more a question of plant capacity than it is a removal of a large tonnage of the key material from the market by defense demands. Although the silicates, especially metasilicate, are reported becoming reduced in supply, the situation is not as tight as it is in the case of the phosphates.

Although T.S.P. has for some years been the largest tonnage ingredient in dishwashing compounds and certain other types of cleansers, metasilicate and orthosilicate have also been very important items in this field. They give properties to cleansers for certain purposes which are not given by the phosphates. As a consequence, their use has expanded widely in this field over recent years. And in the present situation, manufacturers of dishwashing compounds and other alkaline cleaning materials will probably turn to the silicates,—if supplies continue to be available,—to replace a larger proportion of phosphates in their formulations.

If a manufacturer of dishwashing compounds cannot obtain all the T.S.P. he needs,—and most of them want a far larger tonnage than they ever bought in previous years,—his first thought might be to use more metasilicate as long as it can be obtained, and then move on down the line to orthosilicate, soda ash, modified sodas, sesquicarbonate, and any other alkaline materials which lend themselves to prac-

tical formulation. For example, it has been suggested by one technical man that a formula which heretofore had been 70 per cent T.S.P., 20 per cent metasilicate, and 10 per cent soda ash, might be changed to 40 per cent T.S.P., 40 per cent metasilicate, and 20 per cent soda ash. In fact, this same adviser indicated a dozen ways of juggling formulas around with a view of replacing the proportion of scarce phosphates with other alkaline salts which are in larger supply.

The objection to substituting T.S.P. with too large a proportion of soda ash or sodium orthosilicate is the formulation of a dishwashing compound which would be extremely harsh on the hands of employes where there might be some handling of the dishes even in mechanical dishwashing. If the dishwashing operation is wholly mechanical and the human element not a factor, the higher alkalinity of the more available products is not too much of a drawback. At the same time, it was suggested that where soda ash or orthosilicate were used in higher proportion, an increase in the proportion of milder alkalies to act somewhat as diluents might be desirable. In this case, soda sesquicarbonate, the modified sodas, and even soda bicarbonate were mentioned to be included up to forty or fifty per cent in combination with orthosilicate or soda ash and some 10 or 20 per cent of T.S.P. It is pointed out that these substitute formulations may not be as satisfactory for most purposes as those which have been in use for some time, but in an emergency, they might be found usable.

FOR the manufacturer who produces and sells dishwashing compound and other T.S.P. cleansers for home use in small packages, there is probably less latitude in revamping formulas. The question of the harshness of the product on the hands is all-important in a small-package item. The use of any large proportion of soda ash or orthosilicate is, of course, out. The formula must be confined to the less strongly alkaline materials. In the case of some household cleansers which have been wholly T.S.P.. the latter, if not available, might be replaced by a proportion of metasilicate and sesquicarbonate, say up to fifty per cent. The latter is to be preferred to modified sodas, says one authority, because it gives a much nicer looking product for packaging in small containers.

In one case where a manufacturer is putting out a dishwashing compound and general detergent, sold both in five and ten pound packages for hand dishwashing in small restaurants, the home, etc., and in larger units for hotels, institutions, etc., he discussed the possibilities of changing his formula. His case appears to be fairly typical. The demand for his product has increased tremendously, especially because of a wide expansion in industrial activity in his section of the country. Naturally, he desires to take on as large a part of this increased demand for his product as is feasible, but finds himself blocked by the raw material situation. He can obtain just about as much T.S.P. from his regular suppliers on contract as in previous years, he indicates, but requires a considerably larger quantity than this. He has the option of buying some of this material on the open market from second hands where it is available at a premium price, or of changing his formula.

The product in question is principally T.S.P. with a "minor" percentage of metasilicate. Whether the latter comprises two per cent or twenty is not known. He proposes revamping the composition in two ways; first, a product for use in hand dishwashing, cleaning, etc. and second, a product for automatic machine dishwashing only. In the first case, he suggests equal parts of T.S.P., metasilicate, and bicarbonate of soda. This would mean reducing his T.S.P. from some 80 or 90 per cent down to 33-1/3 per cent. It might work out if the supply of metasilicate does not eventually duplicate the situation in T.S.P. In place of the bicarbonate, probably one of the modified sodas or soda sesquicarbonate would be preferred.

In the second case, that is the product for mechanical dish washing, he proposed, or rather suggested the possibilities of a product made up of 20 per cent T.S.P., 40 per cent orthosilicate, 20 per cent soda ash, and 20 per cent modified soda. This product certainly would never be classified on the mildly alkaline side. However, it would probably work out satisfactorily if the matter of human hands were not involved. An alternate suggestion might be the replacement of the soda ash and modified soda with metasilicate.

ALL told, there are probably several hundred alkaline salt combinations on the market which are being used with varying degrees of success for dishwashing and general cleaning. All the way from machine bottle soaking and washing which uses mixtures containing anything from 90 per cent of caustic soda down to 50 per cent in combination with T.S.P. and metasilicate, depending upon the type of job and individual ideas on the subject, down to the most simple of washing operations where a mild modified soda will suffice, there are a countless number of formula possibilities. Many are those best suited for the purpose based on the best scientific evidence available. Others have been formulated apparently without rhyme or reason. And both types have evidently found a large and growing demand over recent years. In some cases, formula revision will give a less-desirable product, while in other cases, any change will probably make the product better, and certainly no worse.

In summarizing, it might help to clarify things if an individual hypothetical dishwashing compound were taken and worked through the suggested steps to meet the conditions of a rapidly shifting and tightening raw material situation. Suppose a compound composed of 90 per cent T.S.P., 5 per cent metasilicate and

5 per cent soda ash were the product which had been marketed for some years past. Heavy demand finds the manufacturer of the product unable to secure all the T.S.P. he needs, either on his regular contract or on the resale market. In order to give himself a larger tonnage of finished dishwashing compound, he finds that he can make his supply of T.S.P. go further by revising his formula, increasing the other materials and decreasing the content of T.S.P.

The first revision of formula in this hypothetical case is to replace about half of the T.S.P. with metasilicate, giving a formula of 45 per cent T.S.P., 50 per cent metasilicate, and 5 per cent soda ash. But then it appears that supplies of metasilicate may become equally as tight as T.S.P. and a further revision is necessary. Those products remaining which might be used as substitutes in a practical formulation are few,—modified sodas, sesquicarbonate, soda ash, and possibly orthosilicate, although this latter is considerably more alkaline than the metasilicate and is held to be suitable for mechanical dishwashing compounds only. If it comes down to stretching supplies where only the sodas are available, this would mean that a larger addition of soda ash to a compound would call for the use of diluents such as modified sodas and sesquicarbonate, the latter being as a matter of fact itself a modified soda of exact chemical composition. So suppose both T.S.P. and metasilicate are more scarce than ever, the following composition suggests itself: T.S.P. 20 per cent, metasilicate 20 per cent, soda ash, 20 per cent, sesquicarbonate or mild modified soda 40 per cent. There is also the possibility of using borax in place of the 40 per cent of sesquicarbonate, but borax is extremely scarce today and in the same spot as T.S.P.

Just how the products resulting from these "emergency" formulas might work out in practice is something to be determined by the manufacturer who has such ideas in mind. Whether they might or might not find a permanent place in his line of products is something else which only time will tell. But, if it becomes a case of "any port in a storm," revamping of formulas may be the answer of the moment for the average manufacturer of dishwashing compounds.

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Cotton, rayon, cellulose acetate, wild silk, and wool were washed with 0.5 per cent solutions of neutral olive-oil soap, silicated soap, or with fatty alcohol sulfate for 5 minutes, rinsed, dried at room temperature in diffused light, and analyzed and tested after 10, 20, 30, 40 and 50 washings. The acetyl value of the cellulose acetate increased for 10 washings. The ash of all cellulosic fibers decreased and that of proteic fibers increased. Cellulosic fibers bleached and proteic fibers darkened. Only wool shrank significantly. All lost in wet strength. The greatest losses of wet strength, about 75 per cent, for all except wool were due to washing in sulfated alcohol. Cotton and wild silk lost much weight, cellulose acetate lost a little weight, and the others gained in weight. Florence Barr. *Iowa State Coll. J. Sci.* **15,** 56-7.

PLASTICS
. . . in the SOAP INDUSTRY

By Paul I. Smith

This discussion of plastics in the soap plant is more "for the record" than for its immediate application, as defense requirements have created an acute shortage of most of the plastics discussed. A recent executive order to the plastics industry gave defense requirements first call on all formaldehyde type resins. After providing for defense needs, three non-defense preference classifications are set up, with application of plastics for "chemical protective uses" listed in the top group. Thus soap makers might find some supplies available for uses which Mr. Smith discusses. Mr. Smith, incidentally, is the author of "Plastics in Industry" originally published in London and now offered in an American edition.

PLASTICS are of considerable present and potential interest to two important sections of the modern soap plant; the packaging department and the works manager. The packaging department needs thin foils for wrapping soaps; semi-rigid sheets for all kinds of fancy boxes and mouldings for closures, applicators and soap dispensers, not to mention various kinds of special cements and glues for sticking liners on to bottle caps, etc., many of which have a plastic base. In the engineer's office plastics are now being considered in relation to plant efficiency and many new problems are being solved by the aid of thermo-setting and thermo-plastic resins.

Plastics for packaging materials are of immediate interest to the soap manufacturer because they offer him a medium for adequately protecting and at the same time enhancing the appearance of tablets, bars, etc. Yet there is a wide difference between the wearing properties of the different films on the market, some possessing a relatively high moisture absorption figure, while others are practically non-absorbent; some are remarkable for their sparkling clarity, others for their great elasticity. The range is rapidly becoming more extensive and once the shortage created by defense needs is past, a tremendous increase in use of plastics by industry is anticipated. Indeed, a "Plastic Age" may be looked for after the war is over.

Plastics offer their most interesting applications on the engineering side. In the field of metallic coatings, for instance, there is a great future for both thermo-setting and thermo-plastic resins. They are able to give complete immunity from chemical attack to metal, and thus enable what might seem to be derelict plants to be pressed into service. At a time when stainless steel, aluminum and nickel alloys are becoming increasingly difficult to procure, the advantages of being able to use old tanks, etc., with the full assurance of 100 per cent efficiency is surely a great attraction. Of great interest also is the use of plastics for pump valves, roller bearings on flake and chip mills, various kinds of gears, friction drives. Here again, laminated plastics, specific gravity approximately 1.3 to 1.4, which have a tensile strength of 7,500 to 8,000 lbs. per sq. in. and a modulus of elasticity of 75,000 lbs. per sq. in. enable, in approved cases, economies in power consumption to be effected alongside a reduction in machine breakdowns. Potential applications of plastics on the works side include the use of special laminated panels for the sides of soap drying machines and the employment of resin impregnated wood for making soap frames.

Plastics are today used for applications as widely diverse as soap wraps and impregnating agents for conveyor belts, but tomorrow the range will be far extended and maybe entire plant units will be made of plastics. Already in Germany quite extensive use is made of tanks made of special asbestos reinforced phenolic resin which is able to withstand caustic soda and potash, usually considered difficult chemicals from the phenolic resin standpoint. This plastic material has a compression strength about 5.2 tons per sq. in., bending strength about 2.8 tons per sq. in. and is only one-fifth the weight of steel. In addition it withstands sudden temperature changes and for normal working is able to stand up to 140° C. For cold process soaps an entire plastic plant could be constructed.

A consideration of packaging materials must deal with the following materials; transparent cellulose film; transparent rubber halide film; cellulose ester foil and the new vinyl film. Generally speaking there have been two varieties of cellulose, that is, regenerated pure cellulose, film available to the soap trade. First the normal type which allows moisture to penetrate its surface, and second the moisture-proof variety, known familiarly as self-sealing or heat sealing. This latter type does not need any adhesive for sealing, simply the momentary application of heat. The thickness of both kinds of film for wrapping purposes is usually about 1/1000″ to 2/1000″. The sheets can be embossed and printed in one or more colors and themselves have been offered in a wide range of brilliant shades.

A comparatively new entry into the soap packaging field is transparent rubber wrapping material, the best known being a type of rubber hydrochloride. This differs from the cellulose film in that it is stronger, more elastic and naturally 100 per cent water-resistant. It is completely odorless and quite unaffected by mineral and vegetable oils, waxes, etc., also indifferent to weak acids, alkalies, mould and insects. As many as five different thicknesses are made, but the two most popular are 1/1000″ and 2/1000″. All thicknesses may be laminated, printed and sealed with the greatest of ease. Colored sheets, tapes and seals are available. Effective sealing temperature is 115° C. which compares very favorably with approximately 130° C. for cellulose foil. The sealing temperature of the rubber film can be reduced by 35° C. if a solvent such as toluol is used in conjunction with heat and the strength of the seal may be adjusted to suit particular packaging needs. There is no dimensional change in the humidity range of 15 per cent to 90 per cent and it does not, therefore, wrinkle or crease in the same way as cellulose. Elasticity is claimed by the manufacturers to be twice that of cellulose film.

Of comparatively recent interest is the vinyl resin calendered film 2 mils to 5 mils in thickness. This new foil is particularly applicable for the wrapping of soap and beauty preparations. It is tasteless, odorless, non-toxic and exceptionally tough, and does not curl, blush or get sticky when in contact with moist air. It is also non-inflammable, resistant to moisture, oil, alcohol and a great number of other chemicals. In addition it can be printed in multiple colors with perfect register and, most important from the sales angle, the finished pack does not warp or shrink on aging.

Where there is a demand for a stronger and more rigid packaging material, then celluloid or cellulose acetate are worthy of consideration, although, of course, it must be remembered that both materials have to be regarded as luxury lines and a greater price margin must be allowed. The sheets, which usually vary in thickness from 3/1000″ upwards, according to the degree of rigidity desired for the pack, can be cut easily with a hand guillotine, folded and generally worked without difficulty. A simple benzene acetone solvent, 200 c.c benzene to 1 gallon of acetone, enables sheets to be cemented together to make very strong, quick drying joints. Great toughness, water resistance and ease of fabrication and cementing, together with brilliant clarity are factors which render both the nitrate and acetate of such value as packaging materials. The inflammability of the nitrate is, of course, the main disadvantage of this ester, but during recent years the fire hazard has been considerably reduced by the use of special plasticizers as fire retardants.

Another foil material worthy of comment is cellulose acetate butyrate, which has a lower specific gravity than the straight acetate, 1.21 compared with 1.31. Outstanding properties of the acetate butyrate are excellent weather resistance and low water absorption. On continuous immersion, cellulose acetate butyrate absorbs about one-half as much water as the acetic acid ester. Although somewhat more expensive than the nitrate or straight acetate, the acetate butyrate is well worth consideration for specialized packaging applications.

THE employment of plastics for coating metal surfaces, to replace glass linings or non-staining alloys, is attracting a great deal of attention in a number of industries, particularly the fermentation industries, and there is no reason why they should not prove of service in the soap and allied trades, where obtainable. The plastic coatings can, if desired, give a vitrified-like surface easily sterilized with steam or hot water, are immune to attack by moisture, fatty acids, weak alkalies, etc., and have an unsurpassed ability to withstand mechanical shock and rapid temperature changes. In one well known method of treating metal surfaces with a special phenolic varnish, the resin, in solvent solution, is sprayed on to the cleaned metal surface and then baked to complete polymerization. The whole operation is performed in situ and the baking or heating is done in a lagged enclosure rigged up for the purpose; hot air is used as the heating medium.

Apart from the phenolic coating mentioned above, some of the thermo-plastic materials are also of considerable interest, particularly polyvinyl chloride which can be used in sheet form for lining tanks and other vessels. This resin is highly resistant to chemical attack and unlike rubber is unaffected by oils. It is also tasteless, odorless and exceedingly tough and wear resistant. The use of reinforced phenolic resin, that is, a cold cured phenol formaldehyde resin strengthened with blue asbestos, for building up pieces of chemical plant has been mentioned. This material is well recommended for many types of tanks and reservoirs likely to be needed by the soap manufacturer. A grade is made which is able to withstand the attack of alkalies and maximum heat is 130-140° C. (On all of these applications it should be kept in mind that defense requirements may make it difficult for soap makers to secure deliveries in the present emergency.)

Cylindrical tanks up to 10 ft. in diameter by 10 ft. deep and of a wall thickness ¾ in. have been moulded in one piece of this cold cured phenolic resin. This tank needs no exterior steel bands or wooden holding structures, such as are required for larger vessels. Small units, such as pumps, agitators, fans, filter press plates, steam injectors, low temperature stills, buckets, etc., have also been moulded of this resin. In Germany, such items as density meters, ball valves, large pipes, pistons, plugs for cocks, etc., have been constructed, that is, moulded or machined from blocks of a new cast resin made by Chemische Fabrik Dr. Raschig.

After the war much more extensive use will undoubtedly be made of plastics, in the soap industry, although, of course, in the case of pumps, care would be necessary to ensure that the resin employed had good resistance to alkali attack. Plastic bearings for flake and chip rollers offer signal advantages in theory; it remains to be seen whether these can be substantiated in practice. Plastic bearings have a low coefficient of friction and thus greatly reduce power requirements and working costs. The points of chief interest to the works engineer in the soap plant are that synthetic bearings are able to withstand the severest punishment under the most destructive conditions of overload, neglect and lack of lubrication, which, of course, are particularly severe on even the best metal bearings. The plastic bearings are also able to withstand sudden changes in temperature, most important to the engineer, and possess the resiliency and strength to resist crush loads.

A suggestion which may prove of interest is the use of laminated sheets for the sides of soap drying machines where their excellent insulating property coupled with light weight and resistance to wear would be undoubted practical advantages. Use could be made of high insulating composite sheets consisting of two sheets of laminated phenol formaldehyde panels for the outer ones and the inner one being of reinforced aluminum foil (also unobtainable at the moment). Transfer of heat through the phenolic resin sheet and through air is very small, but the greatest insulating effect is due to the polished aluminum, which reflects heat waves very effectively.

The suggestion mentioned earlier, namely the use of impregnated wood for soap frames, is also deserving of consideration. The resin impregnated wood possesses unusually high mechanical properties and an exceedingly low moisture absorption, less than 1 per cent in 24 hours. Its specific gravity is only 1.40, and tensile strength considerable, 16 tons per sq. in. for some varieties. As the normal or standard type of soap frame is made of blue annealed steel; ends made of white pine and lined with sheet iron and bottoms of white pine, cypress and maple, altogether a rather cumbersome and expensive piece of equipment, it will be obvious that phenol resin impregnated wood offers practical advantages, of which use will eventually be made.

Soapers Meet to Discuss Paper and Drum Supplies

FOUR meetings of soap and cleanser manufacturers were held during the latter part of September to discuss the current situation in supplies of steel drums and pails, and to devise ways and means for instituting savings in the consumption of paper, cartons, fiber and corrugated shipping containers, and other paper products used in packaging and shipping soaps and cleansers. Two of the meetings were held in Chicago and two in New York. These were industry meetings, called by the Association of American Soap and Glycerine Producers, and presided over by R. C. Edlund, manager of the Association. All known companies were invited to attend and to supply information on questionnaires. Approximately 75 manufacturers up to September 27 have supplied information or attended one or more of the meetings.

The first meeting of eastern soap manufacturers was held in New York on September 19 at the Biltmore Hotel for a discussion of a recent OPM edict that the consumption of paper products used in manufacturing and distributing soap products, drugs, cosmetics, insecticides, chemical specialties, etc., must be reduced 25 per cent to aid in meeting the needs of the defense program. (See *Soap & Sanitary Chemicals*, Sept., 1941, page 35.) Roy Peet of the Colgate-Palmolive-Peet Co. is chairman of a special OPM committee to develop from these industries ways and means to accomplish this and report back to the OPM. A meeting of this latter committee with representatives of trade associations whose members produce the products listed above, was held at the Waldorf-Astoria Hotel, New York, on August 27. The meeting of soap and cleanser manufacturers was held to consider the specific paper problems of these industries presented at the previous OPM committee meeting and ways to reduce the use of paper and paper cartons and packages in the manufacture and distribution of these products. A second meeting made up of mid-west and western soap and cleanser manufacturers was held in Chicago on September 22 at the Blackstone Hotel for consideration of these same paper problems.

Two other meetings were held, chiefly of manufacturers of potash and liquid soaps, one in Chicago on September 23 at the Blackstone Hotel, and one in New York on September 25 at the Biltmore Hotel, to discuss the problems connected with the current supply of steel barrels, drums and pails, all of which are curtailed as a result of the steel requirements of the defense program. At these meetings, means for obtain-

(*Turn to Page* 55)

BIMS Close 1941 Golf Season at Lakeville Golf Club.

BIMS End Golf Season

BIMS of New York, 120 strong, closed the 1941 golf season in a blaze of glory on September 18 at the Lakeville Golf Club, Great Neck, Long Island, with its final golf tournament of the year. Representatives of most of the leading houses in the cosmetic, soap, drug and allied trades in the Metropolitan area battled for 31 handsome prizes over the hills and in the traps of Lakewood.

Following the golf tournament, dinner was served in the clubhouse, after which Martin Schultes, major domo of the BIMS, awarded the prizes. Mr. Schultes, who between BIMS parties is vice-president in charge of sales for the Hewitt Soap Co., also arranged the details of the tournament ably assisted, it is reported, by Fritz Lueders, head man of George Lueders & Co.; Harry Griffiths, Pennsylvania Drug Co. tycoon; and Charles Darr who fronts for Harriett Hubbard Ayer. This quartet announced that the annual winter dinner of the BIMS would be held at the Hotel Lafayette, New York, on Thursday, Jan. 23. Among the prize winners were the following: John S. Baker, National Can Co.; William W. Huisking, Charles S. Huisking & Co.; Edward A. Bush, Bush Pan America, Inc.; Frank Huisking, Conti Products Corp.; Harold G. Robinson, Whittaker, Clark & Daniels, Inc.; George H. Fuller, Harriet Hubbard Ayer, Inc.; and Frank G. Fanning, N. I. Malstrom.

O.P.A. GLYCERINE CONFERENCE

A conference of American glycerine producers was held in Washington, D. C. on September 26 with Leon Henderson of the O.P.A. Washington reports stated that the conference was called by Mr. Henderson with a view to putting a price ceiling on glycerine, and also to obtain from producers an explanation of why the price of glycerine was advanced two cents per pound by them early in September, and why glycerine is selling on the open market at a sharp premium over producers' contract prices.

Chemical Salesmen Meet

The Salesmen's Association of the American Chemical Industry celebrated its 20th anniversary at its first extended out of town meeting on September 5, 6, and 7, at Buckwood Inn, Shawnee-on-the-Delaware, Pa. About 115 members attended the three-day meeting. Friday night the crowd gathered for dinner, and on Saturday morning members attended a sales clinic which was opened by Walter D. Merrill, Joseph Turner & Co., president of the association. Guest speaker at the meeting was Dr. D. P. Morgan, senior consultant of the chemical and allied trades products branch of the OPM. Dr. Morgan spoke on the requirements of the defense program and told of the progress of the program. Following his talk, a symposium was held on "The Functions of the Chemical Salesman During the Present Emergency," which was conducted as a question and answer period. Saturday afternoon the golf tournament was played, and Saturday night a floor show and entertainment was provided. On Sunday a softball game was played in the morning, then horse-shoe pitching, and finally an outdoor barbecue.

New Products and

GOSH!! The WABASH Bug-Chaser Lamp is on the job again
DON'T LET INSECT PESTS
annoy you these summer nights
Use WABASH INSECT REPELLENT LAMPS
3 SIZES
60 W — 25¢
75 W — 35¢
100 W — 45¢

An "Insect-Repellent Lamp", new product of Wabash Appliance Corp., Brooklyn, the glass of which has been treated to filter out the insect attractive rays at the violet end of the spectrum, is being featured currently in a new cardboard counter display.

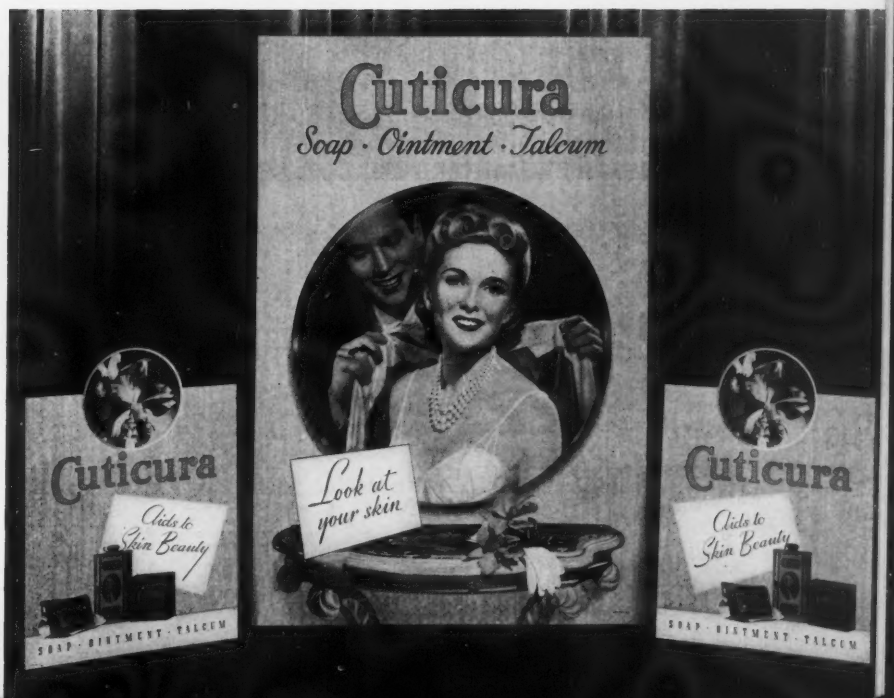
Luxor, Ltd., Chicago, is following the trend to pine scented products with new "Luxor" pine oil blend for the bath. Six ounce bottle sells for $1.00.

New "Shower Set" of Yardley & Co., New York, designed to retail at $1.85 as a gift package for men, contains a large size bar of lavender soap and an after shower powder. Package decorated with a safari design.

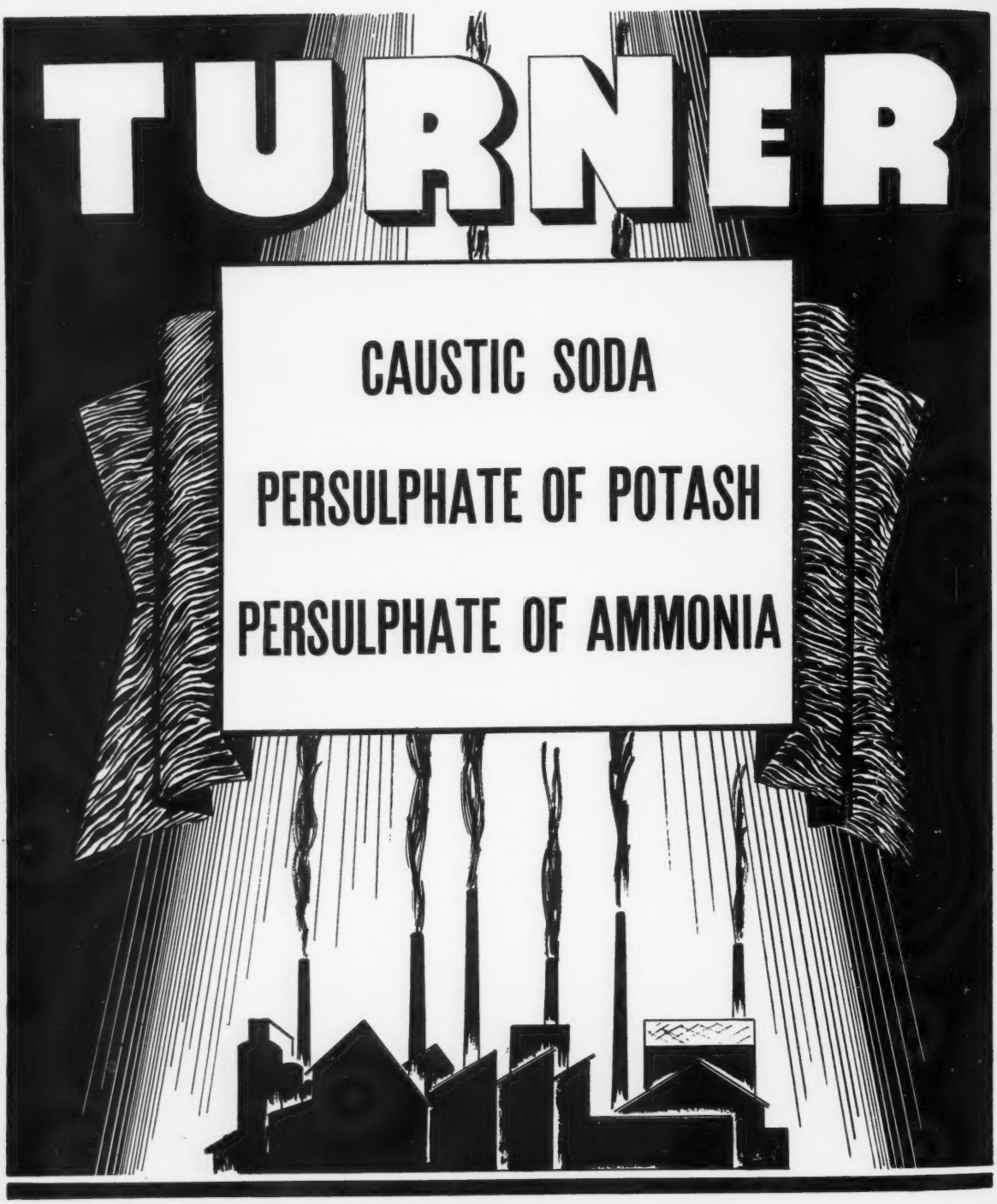
Packages

A series of pine scented toiletries, including pine toilet soap, pine bath soap, pine bubble bath, and pine bath oil has been added to the toiletries family of Shulton, Inc., New York. The bath soap item, packaged with three cakes to the box, retails at $1.00.

Timely new novelty item of Lightfoot Schultz Co., New York, a soap facsimile of a doughboy's canteen paired with a substantial bath brush, was recently introduced at the Chicago cosmetician's show as a gift shower set for soldiers.



Attractively lithographed in full color by Forbes Lithograph Manufacturing Co., Boston, new display for "Cuticura" aids to skin beauty, including "Cuticura" soap, is currently attracting attention to the products of Potter Drug, Malden, Mass.



JOSEPH TURNER & COMPANY

RIDGEFIELD, NEW JERSEY

83 Exchange Place, Providence

40th St. and Calumet Ave., Chicago

NEWS....

Beeman Joins Jergens, Ltd.

T. R. Beeman, for the past fourteen years associated with J. T. Stanley Co., New York, joined the staff of Andrew Jergens Co., Ltd. at Perth, Ontario, Canada, on Sept. 22. Mr. Beeman has been assistant superintendent of the Stanley plant for the past five years, specializing in the production of toilet soaps. He learned the soap business at Stanley's under the direction of its present superintendent, F. E. Finlay. At the Jergens Canadian plant, Mr. Beeman will also have charge of toilet soap production, the company being reported as expanding its Canadian facilities very materially. He is a native of Perth, Ont., where he is now located.

New Marshall Field Soap Brands

Marshall Field & Co., Chicago, have added four toilet soaps to their line of soaps packaged under the "Marshall Field" brand name. Recent advertisements offered Field's Supreme toilet soap at 12 bars for 79 cents; Field's Supreme bath soap at 6 cakes for 79 cents; Field's Hard-water soap at 12 for 55 cents; and Field's Super-fatted Oatmeal soap at 12 for 79 cents. Space was also allotted to a display of competing products manufactured by Procter & Gamble, Lever Bros. Co., and others.

Raise Toiletries Base Wage

The minimum wage for employees engaged in the toilet preparations industry, where government contracts are being filled under the Walsh-Healey Public Contracts Act, has been advanced from 37½ to 40c an hour, through a determination by the U. S. Department of Labor. This ruling covers the manufacture and packaging of drugs or medicinal preparations, dentifrices, cosmetics, perfume, etc. It does not cover the manufacture or packaging of shaving cream, shampoo, essential oils, glycerin, or soap, or the milling or packaging without further processing of crude botanical drugs.

Ex-Colgate Veteran Dies

John Cochrane, Sr., of Jersey City, for fifty years an employee of the old Colgate Soap Co., died recently at Jersey City Medical Center. He was seventy-seven years old. A native of Belfast, Ireland, Mr. Cochrane came to Jersey City at the age of seventeen and entered the employ of the Colgate Company, being continuously employed there until he retired in 1931. He had been foreman of the framing department of the company plant for twenty years when he retired.

Fritzsche Secretary Recovers

John H. Montgomery, secretary of Fritzsche Brothers, Inc., perfuming materials, New York, recently recovered from a major operation and returned to his duties after a three months' absence. Mr. Montgomery spent the last month of his absence with his family at Cape Cod.

Boyer Heads OPACS Section

John W. Boyer, formerly associated with Mathieson Alkali Works, Monsanto Chemical Co., and Calco Chemical division of American Cyanamid & Chemical Corp., and more recently retired to his farm in Virginia, was recently appointed to head the alkali and chlorine section of the Office of Price Administration and Civilian Supply, Washington, D. C.

Colgate V-P Resigns From OPM

James S. Adams, executive vice-president of Colgate-Palmolive-Peet Co., Jersey City, resigned recently from his position as chief of the automotive branch of OPM, due to the illness of E. H. Little, president of C-P-P. Mr. Little subsequently recovered and is once again back at his desk. In resigning, Mr. Adams agreed to continue on the staff of OPM as a consultant subject to call.

Oakite Runs Display Contest

A contest for 62 cash prizes totaling $1,000, the largest $250, open to grocers and clerks for snapshots of the best mass displays of "Oakite" cleanser, was recently opened by Oakite Products, Inc., New York. The contest is scheduled to close December 13.

Soaps at Cosmeticians Show

Lightfoot Schultz Co., New York, featured novelty sculptured soap designs suitable for gifts in a display at the American Cosmeticians Association convention in Chicago, Sept. 8 to 10. Newest item, currently enjoying wide popularity, was a shower set for soldiers, consisting of a large cake of soap resembling a doughboy's canteen, together with a substantial bath brush, in an attractive box. Other new "who'd ever think of it" items included a Victorian pin cushion, topped by a sculptured soap hand, holding a soap rose; a "Sweet Sixteen" set of sixteen pink soap hearts in a two-drawer chest for guest use; and a "Hands of Friendship" design. Barney Atlas of the company's New York office, was in charge of the exhibit.

Ben-Cole Laboratories, Chicago, presented their "Gro-Tex" line

of shampoo soaps and other beauty products with Bernard Benjamin, president, Louis Gross, sales manager, and Guy Carrea, laboratory superintendent, in charge.

Dr. Kyriak Laboratories, Chicago, distributed samples of their new "Russian Duchess" shaving soap for women's use. Dr. M. Kyriak, proprietor, said the company has been in business three years, while some of their products have been on the market seventeen years. The new shaving soap, he stated, is not yet being manufactured for sale, although plans for quantity production are being developed.

Other exhibitors at the show included Procter & Gamble Co., with a display of "Drene" hair shampoo; F. W. Fitch Co., and Boyer International Laboratories.

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Chemical Show Dec. 1-6

The 18th Exposition of Chemical Industries, to be held at the Grand Central Palace, New York, is expected, from advance reports, to be the largest chemical exposition in 12 years. Practically all available space was allotted to exhibitors more than a month ago. New developments in machinery and chemical products are to be emphasized, keynoted by problems of national defense.

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Brillo Income up 62%

Brillo Manufacturing Co., New York, recently reported earnings for the first half of 1941 as $213,541, or $1.34 per share, compared with $131,385, or 75 cents a share in the corresponding period a year ago. Milton B. Loeb, president of Brillo, told stockholders that some of the plant extensions now under construction will be completed in time to afford increased production in the fourth quarter of 1941.

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C-P-P Begins "Klek" Campaign

Colgate - Palmolive - Peet Co., Jersey City, recently began a series of 14 weekly insertions for "Klek" soap in newspapers in the East, South, Middle West and Pacific coast. About 100 newspapers are carrying copy.

To Reduce Paper Use

A survey to determine the savings which could be effected in the use of paper and paper board was started last month in the soap, disinfectant, insecticide, drug, pharmaceutical, toilet preparation, cosmetic and chemical specialties industries. According to N. A. McKenna, chief of the pulp and paper section of the OPM, it is absolutely essential to save at least 25 per cent of the total paper tonnage of the industries named. The survey, conducted by means of questionnaires sent to all manufacturers in these industries, sought to determine the effect of a 25 per cent curtailment in paper consumption, and the manner in which savings could be effected so as to impose the least hardship on the industries. Recommendations made by the pulp and paper section included: reduction of weight, caliper and size of cartons, wrappers, etc.; re-design of packages; reuse of shipping cases; salvaging of waste paper and paper board; packing more units to a shipping case; and elimination of non-essentials.

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Ends "Queen Skin" Claims

Cole & Co., advertising agency, Memphis, which disseminated advertisements for cosmetics on behalf of Newbro Mfg. Co., Atlanta, recently stipulated with the Federal Trade Commission to cease representing that "Queen Skin Soap," product of the Newbro company, helps to heal skin blemishes. Certain other claims for the company's products were also discontinued.

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Ackley MM&R Sales Manager

William D. Ackley, of the sales staff of Magnus, Mabee & Reynard, Inc., New York, has just been named New England divisional sales manager of the company, with headquarters in Boston. Mr. Ackley joined the sales staff of M. M. & R. in 1938 after serving for a number of years on the sales staff of Parke, Davis & Co., Detroit. Frank C. Hincks, Jr., was appointed at the same time to the M. M. & R. sales staff as assistant to Mr. Ackley in the New England area. Mr. Hincks recently joined the company after ten years in the drug trade.

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CPP Issues Buying Guide

A "Soap Buying Guide" which describes in detail the complete line of soap products, synthetic detergents, soap dispensers and toiletries of Colgate-Palmolive-Peet Co., Jersey City, is currently being distributed to soap buyers by the Colgate company. The illustrated 34-page booklet contains data on the various sizes and styles of such products as "Palmolive," "Cashmere Bouquet," "Colgate's Floating," "Beauty White," hardwater, pumice and liquid soaps, laundry soaps, powders, cleaners, flakes and beads. Packaging data, stock numbers and characteristics of the products are given.

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Emery Sales Mgr. Dies

Edwin W. Reese, sales manager, Emery Industries, Inc., Cincinnati, was killed instantly September 23 when his automobile collided with a fire truck near the entrance of the Hyde Park Country Club, near Cincinnati. He is survived by his widow, Mrs. Esther Reese, widely known in womens golf circles. Mr. Reese was 42 years of age.

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Stops "Soap Lake Soap" Claims

Roxie Thorson, trading as Thorson's Soap Lake Products Co., Soap Lake, Washington, was recently ordered by the Federal Trade Commission to cease representing that her preparation, "Thorson's Skin-Aid Soap Lake Soap" possesses any therapeutic value. Representations for other products of the firm were also ordered stopped.

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N. W. D. A. Meeting Oct. 6-10

The annual meeting of the National Wholesale Druggists' Association will be held in Cleveland, October 6-10.

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Garfienkel Co. Expands

Garfienkel Chemical Co., importers and exporters, recently enlarged its offices at 1775 Broadway, New York.

Introduce "Juno Suds"

Linco Products Co., Chicago, has launched an intensified sales campaign in midwestern states on "Juno Suds," a new household detergent for washing dishes and silverware, which is said to make dishwiping unnecessary. The product has been in manufacture for a year, M. Giachetti, secretary, said, but distribution has been limited. This is now to be extended throughout Illinois, Indiana, Wisconsin and Michigan. The company has been manufacturing "Lonco" bleach and disinfectant for fifteen years and is planning to introduce a new household cleaner next year, Mr. Giachetti said.

Manhattan Record 1c Sale

Manhattan Soap Co., New York, used full page advertising copy in Chicago newspapers Sept. 11 to announce a "1-cent sale" on "Sweetheart" toilet soap. Housewives were offered one cake for a penny with each three cakes purchased at regular price. A record was believed established when 78 carloads of the soap were shipped to Chicago prior to the special sale, to supply the expected demand.

L. J. White Becomes Kelite

The name of L. J. White Co., Chicago, industrial cleaning compounds, has just been changed to Kelite Products, Inc., according to an announcement by W. G. Nuelsen, president. No change in management or personnel is involved, and operations continue from the same address: 315 W. Hubbard Street.

Cincinnati, P.A.'s Name Pochat

Louis G. Pochat, Jr., purchasing department, Procter & Gamble Co., has been appointed chairman of the program committee of the Cincinnati Association of Purchasing Agents. He also is vice-president of the buyers' group.

Begin Work on New C-P-P Plant

Ground was broken recently for the new $500,000 toilet article plant of Colgate-Palmolive-Peet Co., Jersey City, at Clarksville, Ind., near Jeffersonville. "Miss American Beauty of 1941" in the person of Miss Mary Elizabeth Redman of Louisville turned the first spade of earth in the presence of five hundred company employees. Albert Kahn, Detroit architect responsible for a number of the modernistic General Motors and Ford buildings in that city, designed the new factory. It is scheduled for completion by July 1st, and will be constructed of glass blocks and light-colored tile. Turner Construction Co., New York, was awarded the contract. The new building will be devoted to the manufacture of "Colgate," "Cashmere Bouquet" and "Palmolive" brands of dental cream, shaving cream, talcum and face powders.

P & G Feature Survey Findings

In a Chicago survey to determine housewives' preferences for soap to use in washing machines, Procter & Gamble Company's "American Family Flakes" received "more votes than the next twelve soaps combined," according to claims made in newspaper advertisements currently appearing in Chicago newspapers. Previous copy carried in Chicago newspapers through the summer has played up other findings from this same survey, which, it was asserted, show that the P. & G. product was a "3 to 1 favorite with Chicago women for washing white"; and a "5 to 1 victor for washing safely."

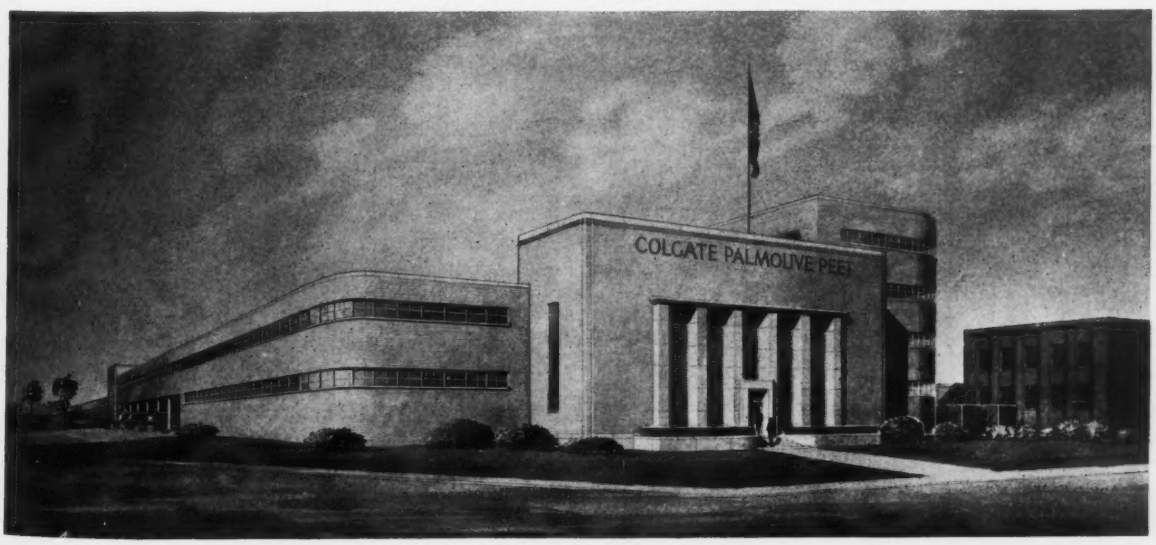
Chicago Soap Ass'n Hears Hall

The first Fall luncheon of the Chicago Perfumery, Soap & Extract Association was held September 16. Carl M. Black, of the Chicago office of S. B. Penick & Co., New York, president of the association, presided. John S. Hall, association attorney, spoke regarding legislative matters pertaining to the industry. Meetings will be held monthly during the fall, winter and spring months.

Mfrs. Assn. Elects Chaffee

William F. Chaffee of B. T. Babbitt, Inc., was elected second vice president of the Association of Manufacturers of Eastern New York at a meeting in Albany, held September 12.

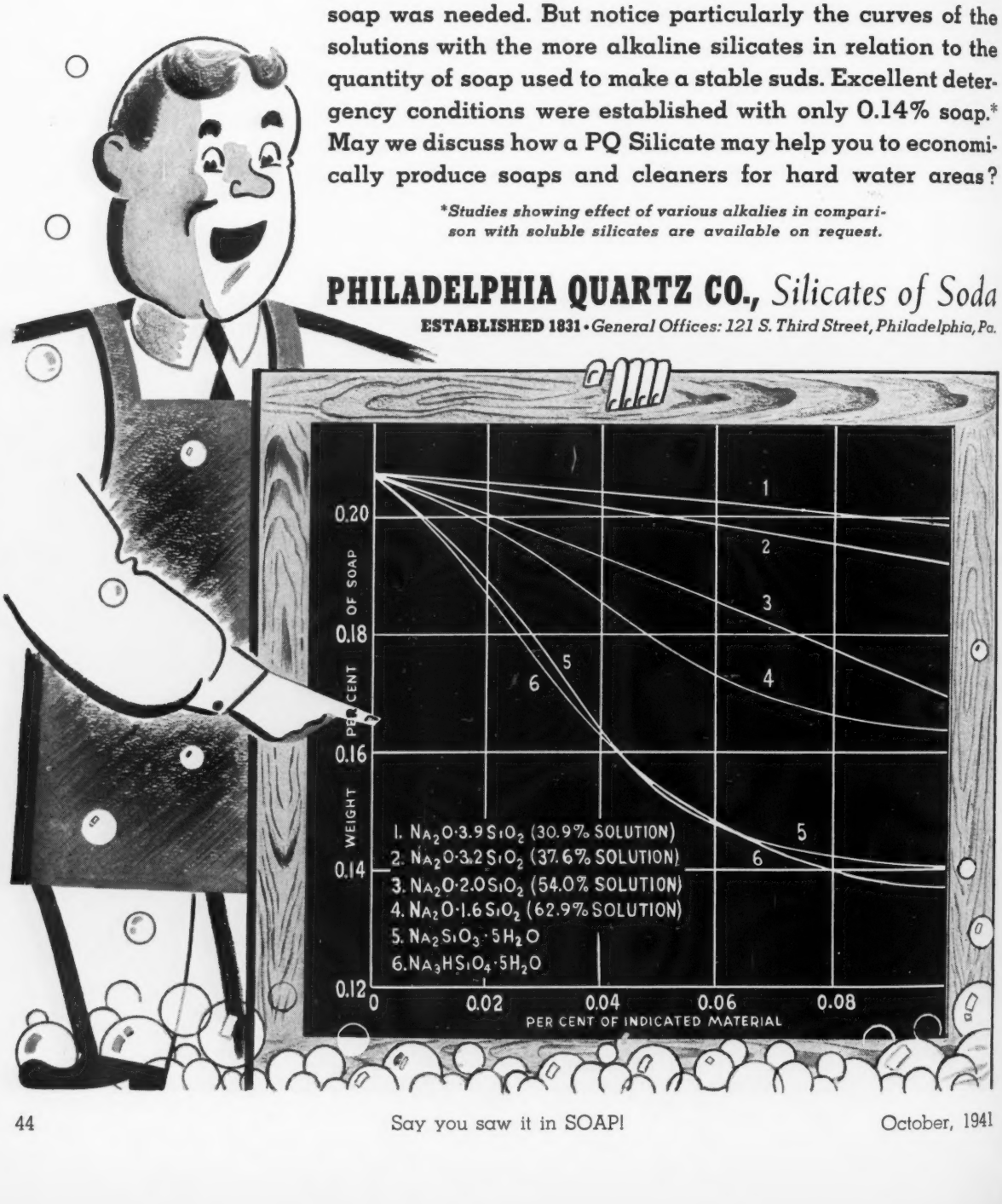
New Colgate-Palmolive-Peet plant being built at Clarksville, Indiana.



ECONOMICAL HARD WATER DETERGENTS.

There's real profit for you in building hard water soaps and cleaners with PQ Silicates. First of all, you save fatty acids and secondly, you produce soaps and cleaners that make permanent suds without sticky scum. • In water containing 300 ppm of calcium carbonate equivalent one third of which was present as magnesium salt, we accurately measured how much soap (sodium stearate) was needed to produce suds that lasted five minutes at a temperature of 140°F. • The results are plotted on the chart below. Without silicate of soda, 0.207% soap was needed. But notice particularly the curves of the solutions with the more alkaline silicates in relation to the quantity of soap used to make a stable suds. Excellent detergency conditions were established with only 0.14% soap.* May we discuss how a PQ Silicate may help you to economically produce soaps and cleaners for hard water areas?

**Studies showing effect of various alkalies in comparison with soluble silicates are available on request.*



PHILADELPHIA QUARTZ CO., *Silicates of Soda*

ESTABLISHED 1831 • *General Offices: 121 S. Third Street, Philadelphia, Pa.*

Glycerine Output at Record; Imports Cause Market Rumor

PRODUCTION of soap lye crude glycerine for 1941 will approximate 244,000,000 pounds, according to recent estimates. This figures out about 210,000,000 pounds of refined glycerine, the highest production of this material in any year in the history of the United States. In 1940, the production of crude was 197,000,000 pounds equal to 158,000,000 pounds of refined glycerine. Average production for the years of the late thirties was about 150,000,000 pounds of crude.

In spite of the large production of glycerine thus far this year, spot supplies are difficult to locate and then are obtainable only from second hands or excess stocks of large users at a sharp premium in price. The price quoted by refiners is 19½ cents and 20 cents per pound, but this price is nominal and is for contract deliveries on previous commitments. The resale market for glycerine approximates 28 cents per pound for C.P. or dynamite when and where stocks may be located. Reports are heard of sales up to 29 cents. Producers are stated to be fully sold up and have been unable to take on any additional business for some time except for future shipments to old accounts.

A recent rumor had it that the Government had imported a lot of some 400 tons of glycerine with a view to "breaking" the American market, which early in September saw an advance of two cents per pound made by leading producers. Investigation indicated that this import of glycerine consisted of a total of between 400 and 500 tons to be shipped from the Argentine direct to several large American buyers, and that up to the end of September about half of this quantity had arrived and the balance was yet to come. There was an implied threat in the report that further heavy imports would be forthcoming from the Argentine, but since the sale of the 400 tons in question, the Argentine market has risen sharply and now stands above the level of the American spot market. Accordingly, it is stated that no further purchases will be made in the Argentine by American buyers as long as the market there is above the spot level in the U. S. It was pointed out that any quantity such as 400 tons of imported glycerine would hardly make a dent in the American market with a monthly production of some 9,000 tons of refined.

The current heavy demand for glycerine is not essentially for the manufacture of explosives as was the case in the previous world war, and at which time the price for spot stocks went well over a dollar per pound. The main feature of present heavy demand rests on the wide diversity of uses which glycerine finds today as compared with a few years ago. With general industrial activity of the country at fever pitch, the demand for glycerine for numerous uses, both defense and non-defense, is naturally extremely heavy.

On September 26, a report from Washington indicated that leading glycerine producers of the country met with representatives of the O.P.A., the subject of the present price of glycerine coming in for the chief part of the discussion. The present producers' price on glycerine is stated to be not more than three cents per pound above the average of the past ten years. When considered in the light of the basic costs of fats going into the soap kettle today, glycerine price ratio to fats is materially lower than the average prices of the late thirties.

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Chiris Merchandise Stolen

We have been advised by Antoine Chiris Co., New York, that a number of parcel post packages containing aromatic materials have been stolen from a warehouse at Hamilton, Bermuda. Any information as to offers of the following merchandise on the American market would be appreciated: Di-methyl anthranilate natural; P.C.P. Jasmin 1800 (absolute from the pomade); oil neroli Boufarik; absolute oak moss (mousse de Chéne); absolute oak moss clear; Baumodor S oak moss; concrete mousse de forét (forest moss); gomoids iris P (orris); concentrated tincture of orris non-alcoholic; orris concrete P.V.; absolute rose de mai; oil ylang ylang Comores extra.

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LoBue With Michigan Chemical

Michigan Chemical Corp., St. Louis, Michigan, opened last month an eastern office at 15 Exchange Place, Jersey City, N. J., with Phillip LoBue as its manager. Mr. LoBue, who is chairman of the entertainment committee of the Salesmen's Association of the American Chemical Industry, was connected until recently with Joseph Turner & Co., Ridgefield, N. J. Before that, he had been associated with J. T. Baker Chemical Co., Phillipsburg, N. J., and Merck & Co., Rahway, N. J.

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FTC Stops Woodbury Claims

Jergens-Woodbury Sales Corp., Cincinnati, was recently ordered by the Federal Trade Commission to desist from misrepresentations in the sale of its products, including "Woodbury Facial Soap." According to commission findings, it has been represented by the company that a way has been found to incorporate vitamin D in "Woodbury's Facial Soap" and that this is done by a patented "filtered sunshine" process, and that certain rays which produce vitamin D keep the skin healthy and alive. So far as absorption of vitamin D is concerned, says the FTC, the small quantity of the vitamin which might be available at each use would be contained in the lather and rinsed off before any absorption could take place. The company is ordered to cease representing that the soap has any added beneficial value upon the skin by reason of its vitamin content.

ANTOINE CHIRIS

Antoine Chiris was established in France in 1768 and all through these years pioneered in the development of its long-known worldwide organizations. The American branch was established in New York in 1899.

CHIRIS

is prominent in

PERFUME BASES

AROMATIC MATERIALS

for

PERFUMES · COSMETICS · SOAPS

ANTOINE CHIRIS COMPANY, INC.

115-117 EAST 23rd STREET, NEW YORK, N. Y.

SOLE DISTRIBUTORS IN NORTH AMERICA FOR

PIERRE DHUMEZ ET CIE — ETS ANTOINE CHIRIS, GRASSE, FRANCE — PILAR FRERES

ANTOINE CHIRIS, LTD., LONDON, ENGLAND

Exhibit at Beauty Supply Show

NEARLY thirty manufacturers of soaps, shampoos, shaving products and the like were among the 155 exhibitors at the 38th annual convention of the Beauty & Barber Supply Institute, Inc., held at the Hotel Commodore, New York, September 15-19. The convention was well attended and was described by many as the most successful in recent years. Some 350 member-dealers in beauty and barber supplies registered for the five-day convention and exhibition.

Among the exhibitors were the following companies: Admiracion Laboratories; Affiliated Laboratories; Amole Soap Products Co.; Ampion Corp.; Bristol-Myers Co.; Clifton Chemical Co.; Colgate-Palmolive-Peet Co.; Conti Products Corp.; Davies-Young Soap Co.; J. Eavenson & Sons; F. W. Fitch Co.; H. Clay Glover Co.; Great Atlantic Laboratories, Inc.; Harley Soap Co.; Kerk Guild, Inc.; Laco Products, Inc.; Lightfoot Schultz Co.; Marrow's, Inc.; Mentos Products, Inc.; Middlebrooke Lancaster, Inc.; Noxema Chemical Co.; Olivo Co.; Procter & Gamble Co.; Wildroot Co.; J. B. Williams Co., and Winarick, Inc.

F. Beuermann, supervisor of Colgate-Palmolive-Peet Co., Jersey City, and J. Carney, house accountant, were in charge of the exhibit for C-P-P. R. J. Ingraham, sales manager of the barbers' supply division of Bristol-Myers Co., Hillside, N. J., was in charge of that company's booth which featured "Vitalis" sealtubes, individual applications for barber shop use. Mr. Ingraham was assisted by I. J. Newfield.

In charge of the exhibit of H. Clay Glover Co., New York, was James Clancy, vice-president of the company. Also in attendance at the company's booth, where "Glo-Ver" soap shampoo and medicated hair ointment were displayed, was Henry Starr, sales representative.

The booth of F. W. Fitch Co., Des Moines, featuring "Quinoil" hair tonic and other products of the Fitch company, was in charge of L. R. Sandahl, sales manager, and F. W. Fitch, vice-president. Also in attendance were Fred Mumford, George Davis, Bud Welch, Jules Gordon, Granville Ryan and E. E. Bengston.

Exhibit of Great Atlantic Laboratories, Inc., was in charge of P. Slabine, president. The company's complete line of hair and scalp preparations, including "Oliv-Tone" soap shampoo, was on display. Mrs. P. Slabine and P. Rosenwald were on hand to greet dealers.

"Iceglo" shaving preparation for barbers was a feature of the display of Noxema Chemical Co., New York, in charge of Paul H. Goodman, sales manager of the company's barber division. He was assisted by Miss Rosalie Crill and Miss Marie J. Goodman.

The delegation from Clifton Chemical Co., New York, was headed by Al Zody, sales manager, assisted by Byron Abbott and Lou Norian. The Company's "Lather Oil Shampoo" and "Shampine" scalp treatment were featured. Frank Schaider of Conti Products Corp., Brooklyn, was in charge of the booth of that company where "Conti" concentrated shampoo granules were shown.

The display of Admiracion Laboratories division of National Oil Products Co., Harrison, N. J., was in charge of Albert Petronella and George E. Leithner. The Lightfoot Schultz booth was in charge of Barney Atlas and B. L. Marks.

At the booth of Ampion Corp., Long Island City, N. Y., A. D. Seidler, district manager, showed shampoo soap bases, including "Lustrion," "Veltex," "Crystiol" and "Billion Bubbles," and "Ampire Jell," hair conditioner. Leonard Schwarcz, Ampion president, was also on hand.

"Mar-O-Oil" shampoo was shown at the booth of Marrow's, Inc., in charge of Mrs. M. Marrow, president. Also in attendance were E. Bennett, mid-western representative, A. Hudson, of the Eastern territory, and Mr. and Mrs. M. T. Strommen, from the west coast.

The Procter & Gamble display of "Drene" concentrate was in charge of K. R. McKowen, assisted by C. A. Jackson. The booth of Davies-Young Soap Co., Dayton, in charge of E. G. Eckerman, vice-president, and H. G. Young, featured a full line of shampoo bases and bar soaps.

"Nutrine" shampoos, hair and scalp preparations were on display at the booth of Middlebrooke Lancaster, Inc., Brooklyn, in charge of L. E. Macy, sales manager. James Miller, credit manager, and George Miller, advertising manager for the company, were also in attendance.

Fred Hammond and John J. Thaler headed the group at the booth of J. B. Williams Co., Glastonbury, Conn., where barbers' soap products were displayed. Leonard Passafaro and William E. Neagle were on hand. Murphy Cohen was in charge of the exhibit of Harley Soap Co., Philadelphia, where shampoo bases were being featured.

A new line of Christmas novelty soaps was displayed at the booth of Kerk Guild, Inc., New York, in charge of Murray Wessler, sales agent, assisted by George Edelman. C. O. Young, sales manager of Laco Products, Inc., Baltimore, was in charge of that company's exhibit which featured its line of granulated soaps for shampoo.

A. Caimi, secretary of Olivo Co., Philadelphia, was in charge of an exhibit of "Olivo" shampoo and other products of the company. He was assisted by Charles Williams. A display of scalp and skin products of Mentos Products, Inc., was in charge of James Mentos, president, Harry Mentos and William Conrad.

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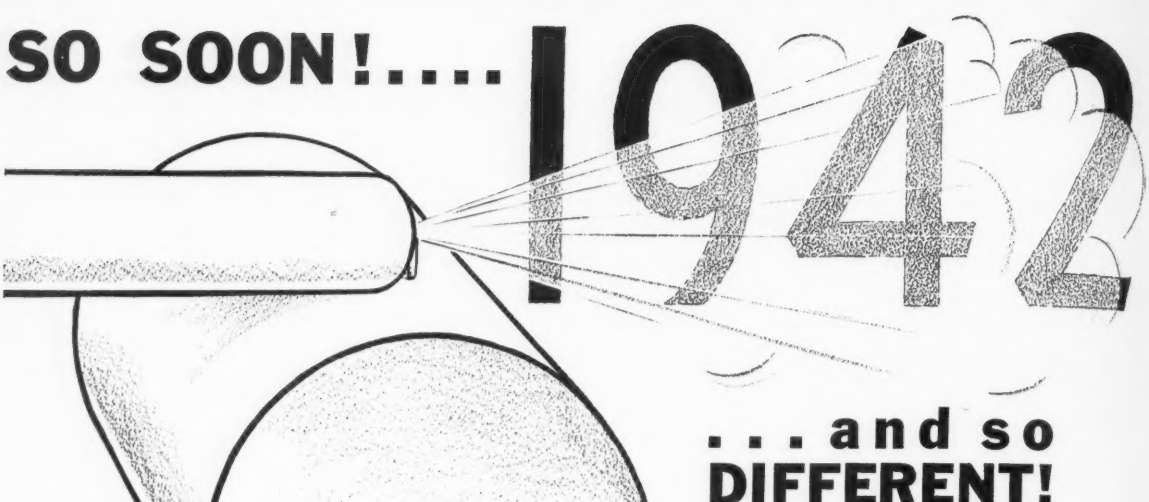
Chicago Assn. Opens Season

The Chicago Drug and Chemical Association opened its fall series of meetings with a luncheon at the Palmer House, Sept. 25. Donald McGibeny, radio commentator, journal-

SO SOON!.... 1942



. . . and so DIFFERENT!

YES, 1942 will be here before we know it . . . and what a **different** year it's going to be! Lack of raw materials . . . priorities . . . dislocations in production due to all-out effort for defense . . . more problems, more complications, more delays.

For spray and insecticide manufacturers this means just one thing: That they cannot waste a single day of these precious, off-season months if their business is to continue functioning profitably throughout the coming year. It means **they must plan NOW!**

To these manufacturers, therefore, we urge immediate consultation with your usual sources of supply with a view to making what arrangements you can for needed raw materials, containers, equipment, etc. Try to estimate your needs fully, but without exaggeration. Check your formulas against available ingredients and, if necessary, have them revised by or with the aid and advice of experts. Have confidence in your suppliers and realize that they are doing everything possible to help you. Realize, too, that your problems, multiplied a thousand-fold, are **their** problems to work out fairly and in the mutual interests of all.

If, under these conditions, our experience and facilities offer some solution to your difficulties, please feel free to consult us . . . but . . . **do it NOW!**

FRITZSCHE BROTHERS, Inc.

PORT AUTHORITY COMMERCE BLDG., 76 NINTH AVENUE, NEW YORK, N. Y.

BRANCH STOCKS

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F.

FACTORIES AT CLIFTON, N. J AND SEILLANS (VAR) FRANCE

ist and world traveller, was guest speaker, his topic being "What Is Going On In the World Today." At a meeting of the Association's Board, committees were appointed to develop plans for the annual Christmas party.

Stops "Studio Girl" Claims

Taylor-Rea Corp., trading as House of Taylor-Rea, Los Angeles, engaged in selling "Studio Girl Shampoo," recently entered into an agreement with the Federal Trade Commission to stop representing that its product has any effect on the hair or scalp apart from the cleansing action on the surface, or that it removes embedded dirt, reaches far below the surface through the pores or reconditions and revitalizes hair; that use of the product enables hair to withstand the glare of studio kleig lights or restores hair which has been impaired by exposure to such lights, or that the product is the official shampoo of any motion picture studio.

Sterling Elects Hill

James Hill, Jr., former treasurer of Sterling Products, Inc., New York, was elected president of the company at a recent meeting of its board of directors. Edward S. Rogers, patent attorney, was named chairman of the board. Mr. Rogers succeeds Dr. William E. Weiss, general manager, who was named chairman of the executive committee of the board. A. H. Diebold, former president, was elected chairman of the finance committee.

Silk Shortage "Ivory" Ad Theme

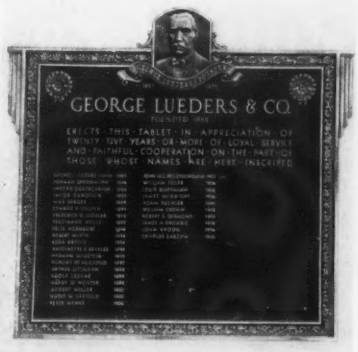
"Your Stockings Now Doubly Precious" is the theme of Procter & Gamble Co.'s newspaper copy appearing in twenty cities to promote use of "Ivory Flakes" for washing silk and nylon hose.

R. F. Revson Co. Moves

R. F. Revson Co., New York, chemical dealers, recently moved to larger quarters at 144 West 18th St. Company's former address was 91 Seventh Ave.

Lueders Unveils Tablet

A bronze tablet carrying names of thirty employees, present and past, whose service with George Lueders & Co., essential oils, New



York, totals twenty-five years or more, was recently unveiled in the reception lobby of the company. Beginning with the late George Lueders, founder of the business in 1885, the names appear on the tablet dated as to the year in which service began. The names of Edward V. Killeen and the late Jacob Gundlich are inscribed in gold, indicating service of fifty years. Mr. Killeen, formerly president of the company, still is associated actively in its affairs. Sixteen of the total number of employees listed are in active service today. They are: Messrs. Killeen, Weber, Littman, Leuchs, Heister, Miller, Menke, Feger, McKnight, F. G. Buehler, Cronin, Desmond, Crombie, John Kroog, Lauzon and Miss Rosa Kroog.

Last Chicago Golf Tourney

The Golf Auxiliary of the Chicago Drug and Chemical and Chicago Perfumery, Soap and Extract Associations wound up the 1941 season with a tournament on September 9th at Elmhurst Country Club. Major prizes were won in the various classes as follows: Class A—1st, J. Leavitt and T. K. Sayers tied; 2nd, Bruce Puffer; 3rd, D. K. Olin; 4th, T. C. Sheffield; Class B—1st, W. R. Nay; 2nd, H. J. Edmon; 3rd, A. J. Westerman; 4th, Ray Morris; 5th, M. B. Vance; Class C—1st, A. C. Stepan, Jr.; 2nd, R. Gillham; 3rd, D. F. Lum; 4th, H. D. Van Hoven; 5th, A. C. Stepan, Sr.; Class D—1st, G. F. Pauley; 2nd, A. Farrar; 3rd, K. S. Spraker; 4th, Dale Sappenfield; 5th, A. O. Nelson. In addition to the major prizes, consolation prizes were won by every one that played. During the year five tournaments were held and the committee, headed by J. A. Gaver, reports that the average attendance was higher than for any previous year. A good percentage of those who played at Elmhurst were planning to go to Detroit for the inter-city tournament September 19th.

DCAT Fall Meeting, Oct. 24-25

The sixth annual meeting and golf tournament of the Drug, Chemical and Allied Trades section of the New York Board of Trade will be held October 24 and 25 at the Skytop Club, Skytop, Pa. A cocktail party and buffet supper the evening of Thursday, the 23rd, will open the meeting informally. Golf is scheduled for Friday morning, with a general business meeting in the afternoon and a show, dinner and dancing in the evening. On Saturday morning, the golf tournament will be held. An informal business meeting is scheduled for the afternoon and a banquet Saturday night. About 150 persons are expected to attend. A flat registration fee of $7.50 will be charged each person attending the meeting. John J. Toohy, E. R. Squibb & Sons, is chairman of the section. Rudolph F. Berls is chairman of the convention committee; James DeCesare president of White Laboratories, Inc., is chairman of the program committee; and Harold Green, L. Sonneborn Sons, is chairman of the golf committee.

Trade Club Names Willey

Walter E. Willey, traffic manager of the Procter & Gamble Co., has been named vice-chairman of the educational committee of the Foreign Trade Club of the Cincinnati Chamber of Commerce.

Boston BIMS End Golf Season

The BIMS of Boston climaxed their golf season with a tournament and party held at Nashua (N. H.) Country Club on September 25th.

U.S.I. ALCOHOL NEWS

October ★ A Monthly Review of Technical Developments for Chemists and Executives ★ 1941

ALCOHOL IMPROVES FACIAL MASKS

Used in Manufacture of Both Clay Packs and Liquid Types

Alcohol plays an important part in the successful formulation of facial masks — both the mud packs frequently employed in beauty parlors, and the liquid types which are extremely popular for home use.

A typical mask of the mud type, for example, is described as being prepared by mixing bentonite with witch hazel or other aromatic waters. This preparation largely contains alcohol.

In the case of the liquid masks, acacia gum is suggested as a satisfactory ingredient. Acacia gum mucilages, however, have a tendency to coalesce, resulting in uneven application. This difficulty can be overcome by the addition of alcohol. In addition, the presence of the alcohol, besides conferring part of the astringent properties essential in face masks, has the advantage of promoting rapid drying of the product. By varying the concentration of the alcohol, the manufacturer is enabled to obtain the desired drying time.

Alcohol is essential in the preparation of the aromatic waters used in many mud packs, and is employed also to improve the properties of the popular liquid type of mask.

ALCOHOL USED TO ADVANTAGE IN MASCARA PREPARATIONS

The properties of alcohol can be used to advantage in the manufacture of mascara, particularly of the cream types formulated with such materials as tragacanth. One suggested formula for a cream mascara has the following proportions:

Gelatin	3.5
Tragacanth	2.5
Alcohol	10.0
Pigment	2.5
Preservative	0.1
Water	82.4

TECHNICAL DEVELOPMENTS

For further information write U.S.I.

A new extractor is said to be suitable for removing semi-solids and heavy liquids from bulk drums or containers. Suggested applications include heavy oils, cosmetic creams, soap, and salves. **(No. 500a)**

A drying cabinet is reported to be useful for the drying of pharmaceutical chemicals. Unit is electrically heated, holds ten trays, each measuring 15 x 22½ x 2½ inches. Thermostatic control allows temperature range from 100 to 300° F. **(No. 501a)**

Two new emulsifiers for cosmetic preparations have been announced. According to the maker, they are useful for producing water-in-oil type bases, creams, and lotions, and give very high water absorption when used as emulsifiers for petrolatum. One of them can also be used as an assistant emulsifier for oil-in-water type creams. **(No. 502a)**

A filtering unit that shifts from a horizontal loading to a vertical operating position is said to prevent collapse of the filtering layers. Filter can be drained dry by compressed air, allowing complete recovery of the residual filtrate. **(No. 503a)**

A dry ointment is described as suitable for treating industrial dermatitis when the workman must remain on the job. It is said that the ointment was extensively tested under widely varying conditions before being placed on the market. An oily ointment, for use where the infected area is to be covered with bandages, is also available. **(No. 504a)**

A new perfume material is said to have the novel property of simulating the odor of new-mown hay. It can be used also, according to the maker, for modifying the character of lilac perfumes, and is suitable for use in all toilet preparations, particularly soaps. **(No. 505a)**

NEW ADHESIVE TAPE EASY TO STERILIZE FOR MEDICAL USE

Adhesive tape that can be subjected to the steam treatment necessary to sterilize it for surgical use can now be made with the aid of a new cellulose ether coating, which will not decompose or become stiff during the sterilizing process.

Conventional types of adhesive tapes, it is pointed out by an inventor who has received a patent on the new coating, have not been satisfactory when subjected to sterilizing conditions. The new coating, however, permits the preparation of an easily cleanable and sterilizable tape.

A typical coating can be made by mixing 29.6 parts by weight of an ethyl cellulose solution with 70.4 parts of a mill base, prepared as follows:

Ethyl Cellulose Solution

	Parts by weight
Ethyl cellulose	14.8
Toluol	34.1
Ethyl acetate, 99%	42.6
Ethyl alcohol, 190 proof	8.5

Mill Base

	Parts by weight
Titanium dioxide	50.00
Synthetic resin solution	20.85
Toluol	7.77
Ethyl acetate, 99%	9.72
Ethyl alcohol, 190 proof	1.94
Ethyl cellulose solution	9.72

This coating is applied to one side of the tape, and a pressure-sensitive rubber adhesive mass is applied to the other side. The coating can also be prepared with benzyl cellulose.

U.S.I. INDUSTRIAL CHEMICALS, INC.
60 EAST 42ND ST., NEW YORK (USI) BRANCHES IN ALL PRINCIPAL CITIES
INDUSTRIAL ALCOHOL IN ALL GRADES AND ALL FORMULAS

CONTRACTS AWARDED

Army Soap Awards

In a recent opening by the Army Quartermaster Corps, Atlanta, Colgate - Palmolive - Peet Co., Jersey City, was awarded a contract for 100,000 lbs. chip soap at 10c per lb., 100,000 cakes toilet soap at 1.17c per cake and 2,080,000 lbs. laundry soap at 4.9c per lb. In the same opening Tennessee Soap Co., Memphis, was awarded a contract for 120,000 lbs. laundry soap at 4.81c per lb.

Army Quartermaster Awards

The following contracts were recently awarded by the Army Quartermaster Corps, Jersey City, N. J.: Kranich Soap Co., Bklyn., 20,000 lbs. castile soap, 24c, light green origin; Colgate-Palmolive-Peet Co., Jersey City, 1,600 cakes toilet soap, 3.55c and 10,000 cakes, 1.38c; Swift & Co., New York, 130,000 lbs. powdered laundry soap, 8.79c and 70,000 lbs. at 8.58c; National Milling & Chemical Co., Phila., 5,000 lbs. powdered laundry soap, 7.33c and 7,500 lbs., 7.14c; Procter & Gamble Dist. Co., Newark, 70,000 cakes toilet soap, 3.4c; Stanco Distributors, N. Y., 800 gals. insecticide at $3.72 per gal.

Army Soap Awards

In a recent opening by the Army Quartermaster Corps, New Orleans, the following contracts were awarded: Armour & Co., New Orleans, 556,000 cakes laundry soap (393,480 lbs.) at 5.24c; Tennessee Soap Co., Memphis, 122,520 cakes laundry soap at 4.58c; Gillam Soap Wks., Ft. Worth, 20,000 cakes laundry soap at 4.55c and 20,000 cakes at 4.75c.

Rust Preventive Awards

Gulf Oil Corp., New York, was awarded a contract for 6,900 lbs. rust preventive compound at 3.96c in a recent opening by the Army Quartermaster Corps, Jersey City. In the same opening E. L. Houghton & Co., Phila., was awarded a contract for 12,615 lbs. rust preventive at 4.49c per lb.

Army QMC Awards

In a recent opening by the Army Quartermaster Corps, Boston, the following contracts were awarded: Heaney Mfg. Co., Boston, 1,000 lbs. sweeping compound at 1.75c and 100 cans floor wax at 95c; R. M. Hollingshead Corp., Camden, N. J., 25 cans furniture polish at 21c, 3,000 cans metal polish at 8.9c and 250 gals. floor wax at 89c per can; Kitchener Mfg. Co., New York, 100 lbs scouring powder at 0.08c per lb. In another opening, Swift and Co., Boston, was awarded a contract for 100,000 cakes of laundry soap at 5.117c and 500,000 cakes toilet soap at 1.1125c.

Insecticide Award

Cremo Chemical Mfg. Co., New Orleans, was awarded a contract for 550 gals. insecticide at 55c per gal. in a recent opening by the Army Quartermaster Corps, New Orleans.

Soap Award

In a recent opening by the Army Quartermaster Corps., Chicago, the following contracts for soap were awarded: Colgate-Palmolive-Peet Co., Jersey City, 2,300 cakes at 3.31c ea., 2,406 cakes at 3.5c, 4,700 cakes at 3.57c, 1,800 cakes at 3.59c and 1,700 cakes at 3.68c; Haskins Bros. & Co., Omaha, Nebr., 3,000 cakes at 3.6177c; Swift & Co., Chicago, 5,300 cakes at 3.7c.

QMC Soap Awards

The Army Quartermaster Corps, Jersey City, in a recent opening awarded the following contracts: Procter & Gamble Dist. Co., Newark, 210,000 cakes toilet soap at 3.73c, 23,000 cakes toilet soap at 3.73c, 24,000 bars laundry soap at 5.31c, 12,500 lbs. powdered laundry soap at 7¾; Colgate-Palmolive-Peet Co., Jersey City, 372,540 bars laundry soap at 5.24c; Cleveland Soap Mfg. Co., Cleveland, 100,000 lbs. powdered laundry soap at 9.05c; Sterling Supply Corp., Phila., 68,750 lbs. powdered laundry soap at 9.19c and 4,000 lbs. at 9.12c; Stevens Soap Corp., Bklyn., 5,000 lbs. powdered laundry soap at 6.25c and 3,000 lbs at 6.95. In another opening at Kansas City, Mo., Colgate-Palmolive-Peet Co., Jersey City, was awarded a contract for 629,000 cakes toilet soap at 3.42c and at Fort Knox, Ky., Peasley-Gaulbert, Louisville, was awarded a contract for 4,800 lbs. floor sweeping compound at $1.69c.

Army Soap Awards

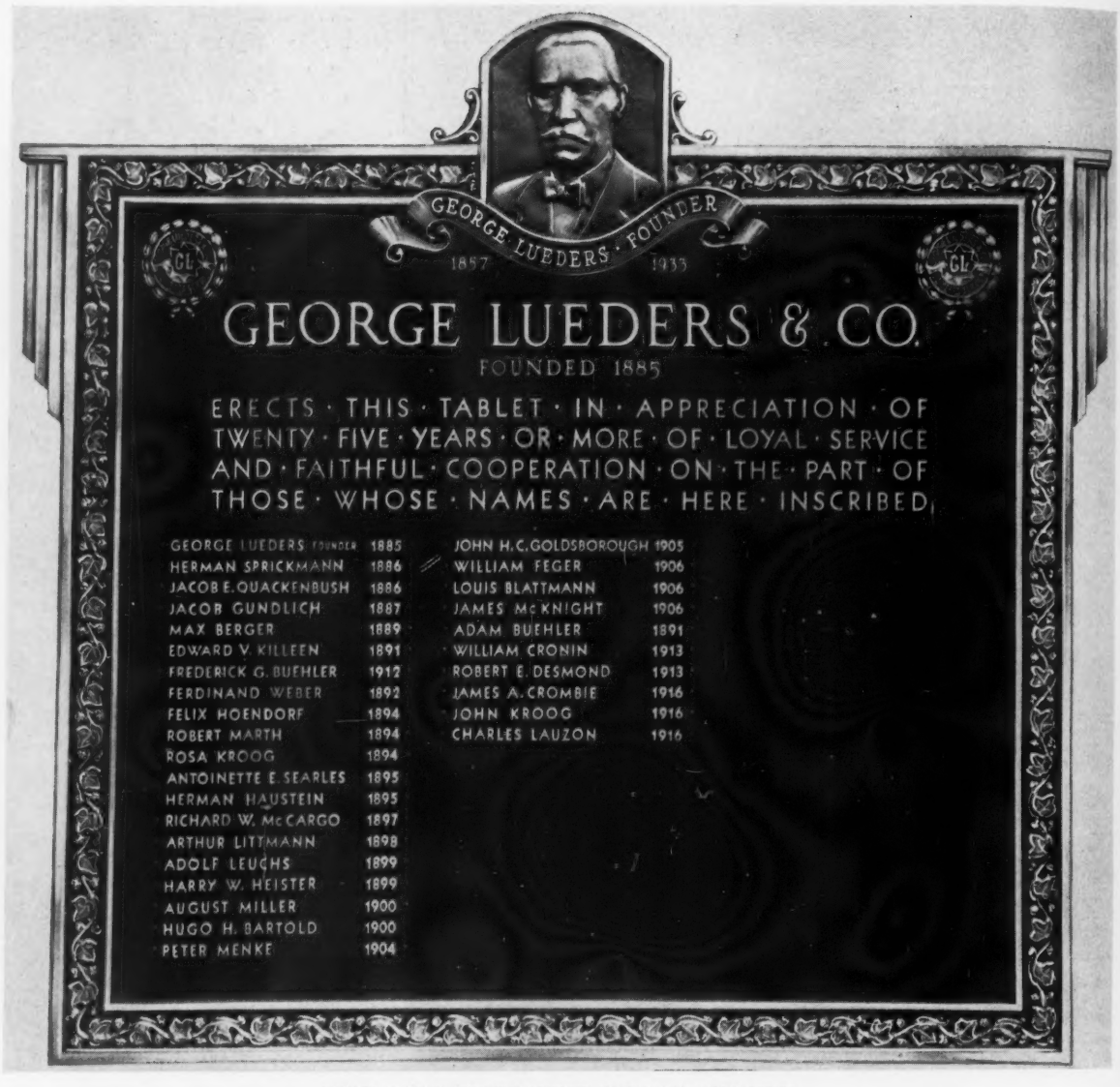
In a recent opening, contracts were awarded by the Army Quartermaster Corps, Chicago, to M. H. Fairchild & Bro., Chicago, for 24,000 cakes grit soap at 2.3c and 65,000 cakes at 2.25c per cake and to Swift & Co., Chicago, for 600,000 cakes laundry soap at 4.687c per cake.

Army Awards

The following companies were awarded contracts in a recent opening by the Army Quartermaster Corps., New Orleans: Conray Products Co., New York, 125,000 cakes soap at 2.46c per cake (10 oz.); Armour & Co., Chicago, 25,000 lbs. castile soap at 52c per lb.; Colgate-Palmolive-Peet Co., Jersey City, 30,000 cakes toilet soap at 3.52c cake, 1,000,000 lbs. laundry soap at 5.29c, 30,000 lbs. soap chips at 10.40c, 30,000 cakes toilet soap at 1.21c; Unity Sanitary Supply Co., New York, 5,000 cans sodium fluoride at 29c; L. B. Allen Co., Chicago, 2,000 cans cleaner, toilet bowl at 9c; Wonder Chemical Co., Bklyn., 15,000 cans liquid polish at 7.69c.

Air Corps Award

Mercury Chemical Co., Detroit, was awarded a contract for 15,984 qts. cleaner and polisher at 14.3c per qt., in a recent opening by the Army Air Corps Supplies, Wright Field, Ohio.


GEORGE LUEDERS · FOUNDER
1857 1933
GEORGE LUEDERS & CO.
FOUNDED 1885
ERECTS · THIS · TABLET · IN · APPRECIATION · OF
TWENTY · FIVE · YEARS · OR · MORE · OF · LOYAL · SERVICE
AND · FAITHFUL · COOPERATION · ON · THE · PART · OF
THOSE · WHOSE · NAMES · ARE · HERE · INSCRIBED
GEORGE LUEDERS FOUNDER 1885
HERMAN SPRICKMANN 1886
JACOB E. QUACKENBUSH 1886
JACOB GUNDLICH 1887
MAX BERGER 1889
EDWARD V. KILLEEN 1891
FREDERICK G. BUEHLER 1912
FERDINAND WEBER 1892
FELIX HOENDORF 1894
ROBERT MARTH 1894
ROSA KROOG 1894
ANTOINETTE E. SEARLES 1895
HERMAN HAUSTEIN 1895
RICHARD W. McCARGO 1897
ARTHUR LITTMANN 1898
ADOLF LEUCHS 1899
HARRY W. HEISTER 1899
AUGUST MILLER 1900
HUGO H. BARTOLD 1900
PETER MENKE 1904
JOHN H.C. GOLDSBOROUGH 1905
WILLIAM FEGER 1906
LOUIS BLATTMANN 1906
JAMES McKNIGHT 1906
ADAM BUEHLER 1891
WILLIAM CRONIN 1913
ROBERT E. DESMOND 1913
JAMES A. CROMBIE 1916
JOHN KROOG 1916
CHARLES LAUZON 1916

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DEDICATED

TO THE MANY LOYAL EMPLOYEES OF GEORGE LUEDERS & CO. WHO, ASSOCIATED WITH THIS COMPANY FOR SO MANY YEARS, HAVE PLAYED A CONTRIBUTING PART IN THE GROWTH OF THE ESSENTIAL OIL INDUSTRY IN AMERICA

George Lueders & Co.

427 WASHINGTON STREET, NEW YORK, N. Y.

BRANCHES: CHICAGO • SAN FRANCISCO • MONTREAL

REPRESENTATIVES: ST. LOUIS—PHILADELPHIA

Essential Oils • *Aromatic Chemicals* **Established 1885** *Perfume Materials* • *Colors*

NEW TRADE MARKS

The following trade-marks were published in the September issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

BONA-KLEEN—This in outline letters describing tire cleaner. Filed by Bona-Kleen Co., Los Angeles, March 15, 1941. Claims use since April 30, 1940.

PENTERGENT—This in solid letters describing detergent. Filed by National Oil Prods. Co., Harrison, N. J., May 17, 1941. Claim use since Jan., 1941.

ROACH FLAKES—This in solid letters over inverted pyramid describing insecticide. Filed by Agricultural Labs., Columbus, O., March 13, 1940. Claims use since Nov. 16, 1939.

KEN YA PYE—This in solid letters describing pyrethrum. Filed by Greene Trading Co., New York, June 7, 1941. Claims use since April 24, 1941.

CUMULUS—This in solid letters describing soap powder. Filed by Cumulus Co., Peru, Ind., June 26, 1941. Claims use since Oct. 1, 1936.

CAR-O-MIZE — This in solid letters describing auto wash. Filed by Chemical Prods. Corp. of America, Chicago, June 28, 1941. Claims use since April 1, 1941.

BATHOFOAM — This in script letters describing foam producing detergent. Filed by John A. Honegger, Bloomfield, N. J., March 12, 1941. Claims use since Oct. 14, 1940.

SUL-GIENE—This in solid letters describing mouth wash. Filed by Ridgefield Chemical Co., New York, April 28, 1941. Claims use since 1924.

BORER-SOL—This in solid letters describing agricultural insecticide. Filed by Destruxol Corp., Pasadena, Calif., May 21, 1941. Claims use since Aug. 24, 1939.

GOLD COAST — This in solid letters describing shampoo. Filed by Ben Pickard, Chicago, May 28, 1941. Claims use since Dec., 1940.

PINE-O-SWISS — This in outline letters over drawing of pine tree describing disinfectant. Filed by Chemical Research Prods. Co., Phila., June 21, 1941. Claims use since Dec., 1938.

STRIKE—This in solid letters next to drawing of baseball describing athlete's foot preparation. Filed by Coronet Chemical Co., Allenwood, N. J., July 12, 1941. Claims use since March 25, 1941.

ALEXYL—This in semi-fancy letters describing disinfectant. Filed by Alex. C. Fergusson Co., Phila., July 14, 1941. Claims use since March 25, 1940.

WE SUPPLY EVERYTHING BUT THE JANITOR—This in small letters under drawing of man with supplies describing cleaner. Filed by Clan Mfg. Co., Camden, N. J., Aug. 7, 1940. Claims use since Dec., 1930.

AIRLION—This in solid letters describing metal cleaner. Filed by Turco Prods., Los Angeles, July 16, 1941. Claims use since June 15, 1937.

MONTANIN—This in solid letters describing disinfectant and fungicide. Filed by Montanin Co., New York, March 15, 1939. Claims use since Jan. 4, 1930.

REDUSKID—This in solid letters over words "liquid wax" describing polishing wax. Filed by Davies-Young Soap Co., Dayton, O., Jan. 22, 1941. Claims use since Jan. 17, 1941.

MERSOLITE—This in solid letters describing parasiticidal agent. Filed by F. W. Berk & Co., New York, July 16, 1941. Claims use since June 11, 1941.

ORALINE—This in solid letters describing tooth powder. Filed by S. S. White Dental Mfg. Co., Phila., July 19, 1941. Claims use since July 17, 1941.

FLEA INSURANCE KIT—This in solid letters describing flea powder and pine oil disinfectant. Filed by Polk Miller Prods. Co., Richmond, Va., June 17, 1941. Claims use since May 13, 1941.

DS — This in outline letters over drawing of bug inside fanciful design describing insecticide. Filed by Beaumont Chemical Co., Houston, Tex., Oct. 28, 1940. Claims use since Nov. 12, 1930.

RIPE-ON—This in outline letters on black arrow describing agricultural insecticide. Filed by Silmo Chemical Corp., Vineland, N. J., May 14, 1941. Claims use since April 1, 1941.

OCTO-SOLVE—This in outline letters describing cleaner. Filed by Brulin & Co., Indianapolis, Apr. 4, 1941. Claims use since July 1, 1939.

MILKWISE—This in solid letters describing polishes and cleaners. Filed by Nathan Blank, Bklyn., June 9, 1941. Claims use since May 1, 1940.

DENTHOL—This in solid letters describing mouth wash. Filed by Denthol Co., San Francisco, Dec. 26, 1939. Claims use since July 7, 1938.

CAL-ZINC—This in solid letters describing insecticides. Filed by Sherwin-Williams Co., Cleveland, June 25, 1941. Claims use since Apr. 29, 1941.

ROCCAL—This in solid letters describing antiseptic. Filed by Alba Pharmaceutical Co., New York, July 19, 1941. Claims use since Apr. 1, 1941.

HONEYTRAIL — This in solid letters within drawing of two beehives describing pest control preparation. Filed by Johnson Ant Control, Oakland, Calif., Aug. 4, 1941. Claims use since Apr. 1, 1941.

PARENTO'S *famous* SOUTHERN LILAC

is now available in
a lower priced version
. . . for SOAPS

SOUTHERN LILAC SAVON

a sample is ready for you

Compagnie Parento, Inc.

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TO IMPROVE YOUR CLEANERS
USE DRYMET ANHYDROUS SODIUM METASILICATE
REG. U. S. PAT. OFF.

With DRYMET as a base material, your compounds will do a better, quicker, more efficient job of cleaning. Being water-free, DRYMET blends easily with other cleaning agents to produce non-caking, highly concentrated cleaners. Write us for details.

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Heavy Chemical Department • Cleveland, Ohio

DRYMET	DRYORTH	CRYSTAMET
Anhydrous Sodium Metasilicate, Regular and Fines	Technically Anhydrous Sodium Orthosilicate	Pentahydrate Sodium Metasilicate

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Please send me a DRYMET File Folder and data
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Says— "...ask your secretary to write The Cowles Detergent Company, Cleveland, for their Specification Sheets on the use of DRYMET. Supplied in an indexed folder, this material fits snugly in our standard office files where it is quickly available for future reference...our appreciation and orders go to The Cowles Detergent Company."

Chemical Industries, April, 1941

Trade Marks Granted

389,744. Cleaner. Golden Wax Cleanser Co., Clarksville, Tenn. Filed Mar. 25, 1941. Serial No. 441,908. Published June 10, 1941. Class 4.

389,748. Insecticide. Neville & Everett, Scotland Neck, N. C. Filed Mar. 26, 1941. Serial No. 441,977. Published June 10, 1941. Class 6.

389,768. Foot bubble bath. Bellin's Wonderstoen Co., New York. Filed Apr. 2, 1941. Serial No. 442,185. Published June 3, 1941. Class 6.

389,779. Mice exterminator. Nott Mfg. Co., New York. Filed Apr. 7, 1941. Serial No. 442,358. Published June 10, 1941. Class 6.

389,815. Shampoo. Procter & Gamble Co., Cincinnati. Filed Apr. 22, 1941. Serial No. 442,852. Published June 10, 1941. Class 6.

389,882. Cleaner. Irving M. Merdinger, New York. Filed Feb. 25, 1941. Serial No. 440,992. Published June 17, 1941. Class 4.

389,915. Shoe cleaner. June Bride Prods. Co., Birmingham, Ala. Filed Apr. 5, 1941. Serial No. 442,322. Published June 17, 1941. Class 4.

389,932. Dental cleaner. Earl C. West, Mora, Minn. Filed Apr. 21, 1941. Serial No. 442,814. Published June 17, 1941.

389,977. Dental cleaner. Falsodent Co., Bklyn. Filed Apr. 8, 1940. Serial No. 430,574. Published June 18, 1940. Class 4.

389,982. Polishing wax. Candy & Co., Chicago. Filed Sept. 16, 1940. Serial No. 436,001. Published June 24, 1941. Class 16.

390,032. Cleaner. Leopoldine Nottebaum, Newark, N. J. Filed Apr. 24, 1941. Serial No. 442,915. Published June 24, 1941. Class 4.

Oil Chemists Meet, Oct. 8-10

The American Oil Chemists' Society will hold its annual Fall convention at the Drake Hotel, Chicago, October 8-9-10. Numerous papers on soaps, fats and oils and analytical methods are to be featured. Special entertainment is planned for the evenings of October 8 and 9, one evening being occupied by a smoker and the other by the annual banquet. A feature of the convention will be the industrial and laboratory exhibits showing the newest developments in processing equipment and laboratory apparatus. J. J. Vollertsen, Armour & Co., research laboratories, is in general charge of the convention.

Among papers scheduled for presentation are the following: "Soap and Other Surface Active Agents" by Foster Dee Snell; "Foaming Properties of Rosin Soap and their Comparison with those of Fatty Acid Soaps" and "Solubility of Calcium Soaps of Gum Rosin, Rosin Acids, and Fatty Acids" by W. D. Pohle, naval stores research division, U. S. Department of Agriculture; a paper on a soap subject by Pauline Beery Mack, Pennsylvania State College; "Unsaponifiables" by H. A. Schuette; "Glycerine Structures in Natural Fats" by H. E. Longenecker, University of Pittsburgh; "Color Measurements" by I. N. Diller, Hellige, Inc. Other papers of interest will be presented by E. B. Kester, Western Regional Research Laboratory; G. R. Greenbank, U. S. Department ofAgriculture; W. G. McLeod, Oscar Mayer & Co., Madison, Wis.; A. D. Rich, Armour & Co.; J. Eichberg, American Lecithin Co. A paper from the U. S. Regional Industrial Products Laboratory, Urbana, Ill., will also be presented.

Discuss Drum, Paper Supplies

(*From Page 36*)

ing adequate supplies of drums for shipping soft, liquid and other soap specialties were taken up. The recent rating of A-5 given to manufacturers of steel drums by the OPM for drums for chemical products, including soaps, cleaners, insecticides, disinfectants, paints and foods, and the September-October quota of two-thirds of average steel purchases by these manufacturers based on consumption during the first half of 1941 as set by the OPM, were explained and discussed. The OPM is studying what the policy of steel container distributors will be after November 1 and a major purpose of the soap industry meetings was to determine what representation should be made by them concerning their needs and the reasons therefor.

Following the meetings in New York and Chicago two committees have been named to work on the paper and drum problems. Hard soap makers appointed a committee of seven, who were to hold their first meeting September 26 and 27 to study ways and means of cutting paper consumption in the soap industry. Serving on the committee are A. J. Caldwell of Lightfoot Schultz Co., chairman, J. S. Armstrong of Cudahy Packing Co., J. J. Guiney of Lever Bros. Co., C. O. Kendall of Colgate-Palmolive-Peet Co., A. E. King of Swift & Co., Samuel Mendleson of B. T. Babbitt, Inc., and W. Romney of Procter & Gamble Co.

Potash soap manufacturers also named a committee of seven to study the possibility of reducing the needs of the industry for steel containers and to assemble facts supporting the industry's position as an essential user of steel containers. Serving on this committee are Russell H. Young of Davies-Young Soap Co., chairman, J. L. Brenn of Huntington Laboratories, T. M. Galvin of Armour & Co., J. J. Hentz of Procter & Gamble Co., H. Kranich of Kranich Soap Co., J. F. Walsh of Rochester Germicide Co., and C. L. Weirich of C. B. Dolge Co. This committee was scheduled to hold its first meeting on October 1.

In both committees it is understood that the individuals named may be substituted for or supplemented by other men named by the companies with which they are identified. Both committees are to report back to all manufacturers who attended the meetings that appointed them as well as to any other companies in the soap and cleanser industries who notify Mr. Edlund at 381 Fourth Ave., New York City, that they wish to receive continuing information about developments on these matters. Any manufacturers who have not yet replied to the questionnaires are urged to do so as promptly as possible.

WASH GREASE AWAY WITH A *Hose!*

Make degreasing easy for your customers. Get them to use this unusual Concentrated Degreasing Fluid. Just mix it with plain, ordinary kerosene first . . . then pour or spray the solution on the grease covered surface . . . allow it to soak in . . . then wash it *all* away with a hose!

It reduces grease and dirt to a state quickly soluble in water. It leaves a bright, clean surface. No greasy film remains.

Easy to use—and economical. Your customers don't pay high prices for *diluted* degreasing agents . . . they mix the solution themselves!

Send coupon for further information on this and other quality maintenance products. Build *your* business with reputable merchandise backed by the integrity and experience of one of the oldest and largest manufacturers of high grade industrial chemicals.

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GREASY FLOORS
DRIVEWAYS
WASH RACKS
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TOOLS
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TRACTORS
CAR, BUS AND TRUCK BODIES AND CHASSIS,
and many others.

R. M. HOLLINGSHEAD CORPORATION
Industrial Division
Camden, N. J. • Harborside, Jersey City, N. J. • Toronto, Ont.

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R. M. Hollingshead Corp. *(Industrial Division)*
840 Cooper Street, Camden, N. J.
I am interested in the products checked:
☐ Floor Waxes ☐ Pine Cleaners
☐ System Soap ☐ Degreasing Compound
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Address_____
City, State_____
By_____

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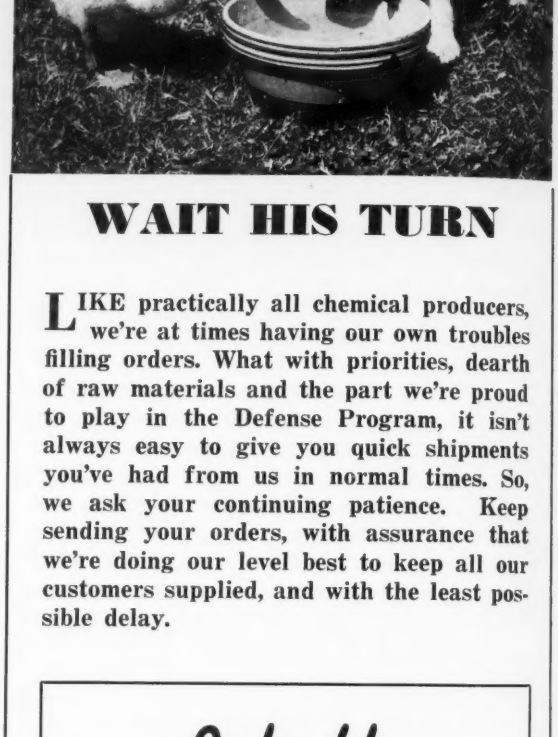

WAIT HIS TURN

LIKE practically all chemical producers, we're at times having our own troubles filling orders. What with priorities, dearth of raw materials and the part we're proud to play in the Defense Program, it isn't always easy to give you quick shipments you've had from us in normal times. So, we ask your continuing patience. Keep sending your orders, with assurance that we're doing our level best to keep all our customers supplied, and with the least possible delay.

Reliable

ISCO CHEMICALS
GUMS, WAXES and ALLIED PRODUCTS
for the
Soap Industry

INNIS, SPEIDEN & COMPANY
Established 1816
A National Institution
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CHICAGO • CLEVELAND • CINCINNATI
BOSTON • PHILADELPHIA • GLOVERSVILLE, N. Y.

RAW MATERIAL MARKETS

As of September 29, 1941

NEW YORK—The upward tendency of prices of raw materials for the manufacture of soaps and sanitary products slackened somewhat toward the end of the month, with fewer price changes being recorded and buying interest becoming generally quieter. Among oils and fats higher than a month ago are the following: tallow, coconut oil, greases, palm oil, the fatty acids, soy bean oil, corn oil, cottonseed oil, whale oil, and teaseed oil. In the market for essential oils and aromatic chemicals, too, although the trend of prices continued upward, conditions appeared to be approaching a more normal position as far as buying interest was concerned. True, no relief from the widespread material shortage is in sight, but buyers appear to be adjusting themselves to the situation and adopting a saner attitude. Demand, however, was still far in excess of available supplies. Intermediate materials used in the manufacture of aromatic chemicals are available in reduced supplies only. Prices of organic raw materials used in insecticide manufacture were changed fractionally from a month ago, with pyrethrum extracts slightly lower. Cresylic acids, sodium metasilicate, metasodium pyrophosphate, sodium sesquisilicate, denatured alcohol, and beeswax were all advanced in price.

Animal Fats

Extra tallow is currently priced at 9 cents per pound, delivered, as compared with 8¼ cents a pound a month ago. A year ago extra tallow was selling at 3⅜ cents. Buying interest is strong in spite of the current high quotations and demand is in excess of supply. The present high rate of consumption of tallow can be seen from the fact that over 590 million pounds were used during the first six months of 1941, as compared with 443 million pounds in the first six months of 1940. During the first half of 1941, some 427 million pounds were produced, according to government figures, as compared with 407 million pounds in the first half of 1940. Present quotation on yellow grease is 8½ to 8⅝ cents a pound, ¾ cent above the market of a month ago.

Vegetable Oils

Spot coconut oil, crude, tanks, New York, is currently quoted at 7⅝ cents a pound for October-November delivery, an advance of about ⅜ cent over the quotation of a month ago. Forward quotations are currently 7½ cents a pound for December-January delivery, and 7⅜ cents for February-March delivery. Quotations on the Pacific coast are up ⅛ to 6⅝ cents a pound, while copra has been advanced to $4.10 to $4.15 per cwt. Quotations on coconut oil are nominal and supplies of crude are reported to be light, but the situation has recently eased up somewhat following the heavy buying which took place earlier in the period. Many consumers of crude coconut oil are apparently booked ahead. Supplies of palm oil are light and quotations are generally nominal. Bulk palm oil is quoted at a level of 5 to 5⅛ cents a pound, with resale prices at 7½ to 7⅝ cents a pound. Buying of miscellaneous vegetable oils is currently slack. Crude soy bean oil, at present prices of 10⅞ to 11 cents a pound, or about 1 cent higher than a month ago, is apparently considered too high by buyers who are looking for lower prices when the new crop oil is produced in greater volume next month. Buyers of cottonseed oil are hoping for lower prices than the current 12¾ cents a pound asked at the mills, and this is making for a low volume of business in this and competing oils.

Essential Oils

Prices of essential oils and aromatic chemicals continued to rise throughout the month as stocks of many materials became shorter and replacements became more difficult to obtain. Among materials currently quoted at higher levels than a month ago are: sweet almond, bois de rose, cananga, citronella Ceylon, cassia, clove, lemongrass, linaloe, petitgrain, pineneedle Siberian, and vetiver Java. Reduced slightly during the month were oil of hemlock, oil of peppermint and patchouli. Dealers report that demand is generally less frantic than a month ago as consumers, by this time, have covered their requirements to a degree, and are exerting less pressure on the supplier. The outlook for aromatic chemicals is highly clouded. Higher prices are in effect on hydroxycitronellal, anethol and eucalyptol.

Boston BIMS End Season

BIMS of Boston closed their 1941 golf season with a party at the Nashua Country Club, Nashua, N. H., September 25th. Robert Kelly, chairman of the executive committee, reports an attendance of fifty members and guests. Prize winners included Emory Wright of United Drug, Stewart Young of W. S. Young, Williams of Hazel Atlas Glass, H. Hawk of Valvoline Oil, E. Aldrich of United Drug, E. Ingham of Ingham & Co., M. Cooke of Commercial Solvents, R. Kelly, and Paul Robbins of Geo. S. Robbins. The next Boston BIMS gathering will be the annual dinner party in January.

OIL PETITGRAIN

"CORDILLERA"

48% ESTER

Only by odor comparison can the true value of PETITGRAIN CORDILLERA be appreciated. The high ester content (over 48%) adds a noticeable click to soap perfume formulas.

BIGARADE

Petitgrain or one of its esters must of necessity be used in artificial Neroli. PETITGRAIN BIGARADE CORDILLERA possesses many of the fine odor qualities of the natural oil of Neroli.

We can submit samples of Oil Neroli, Artificial, with formula demonstrating how this Petitgrain Bigarade can be used.

BUSH PAN-AMERICA, LTD.

136 LIBERTY STREET, NEW YORK CABLE: ARROBUSH

98-100%

CYCLOHEXANE

METHYL CYCLOHEXANE

CYCLOHEXANOL

METHYL CYCLOHEXANOL

CYCLOHEXANONE

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98-100%

Prompt Quantity Shipments on Barrett Hydrogenated Coal-Tar Chemicals

New, improved production methods developed by Barrett—combined with increased capacity—facilitate prompt quantity deliveries on cyclic hydrocarbons, alcohols, and ketones.

For the soap, insecticide and disinfectant trade, the alcohols have many useful and interesting properties. These include good solvent power, high flash point, "coupling" action, surface tension reduction and emulsion stabilizing. They are especially effective in solvent soaps used in the dry cleaning, textile and general degreasing fields. The ketones are excellent solvents for many organic materials and this property opens up many uses.

A new illustrated booklet, "Barrett Hydrogenated Coal-tar Chemicals," is now available. It gives specifications, other properties and some suggested applications. Write for your copy today. There is no charge or obligation.

THE BARRETT COMPANY

40 Rector Street New York, N. Y.

. . . One of America's Great Basic Businesses

Barrett CHEMICALS

RAW MATERIAL PRICES

(As of September 29, 1941)

Minimum Prices are for car lots and large quantities. Price range represents variation in quotations from different suppliers and for varying quantities.

Chemicals

Acetone, C.P., drums	lb.	$ .08½	$ .09½
Acid, Boric, bbls., 99½%	ton	96.00	128.00
Cresylic, drums	gal.	.76	.78
Low boiling grade	gal.	.76	.78
Muriatic, C. P., carboys	lb.	.08	—
Oxalic, bbls.	lb.	.10¾	.12
Adeps Lanae, hydrous, drums	lb.	.24½	.25
Anhydrous, drums	lb.	.26½	.27
Alcohol, Ethyl, U.S.P., bbls.	gal.	7.92½	7.99
Complete Denat., SD1, dms., ex.	gal.	.33½	.38½
Alum. Potash lump, bbls.	lb.	.04	—
Ammonia Water, 26°, drums	lb.	.02¼	.02½
Ammonium Carbonate, tech., bbls.	lb.	.08	—
Bentonite, 1, works, 325 mesh	ton	16.00	—
Bentonite, 2, works, 200 mesh	ton	11.00	—
Bleaching Powder, drums	100 lb.	2.00	3.35
Borax, pd., cryst., bbls., kegs	ton	55.00	74.00
Carbon Tetrachloride, car lots	gal.	.66½	1.10
L. C. L.	gal.	.73	1.20
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	16.00
Cresol, U.S.P., drums	lb.	.10¼	.10¾
Creosote Oil	gal.	.13½	.14½
Feldspar, works (200 to 325 mesh)	ton	32.00	35.00
Formaldehyde, bbls.	lb.	.05½	.06
Fullers Earth	ton	15.00	—
Glycerine, C.P., drums	lb.	.19½	—
Dynamite, drums	lb.	—	Nom.
Saponification, drums	lb.	.19	.21½
Soap, lye, drums	lb.	.18	Nom.
Hexalin, drums	lb.	.30	—
Lanolin, see Adeps Lanae.			
Lime, live, bbls.	ton	6.25	13.00
Mercury Bichloride, kegs	lb.	2.24	—
Naphthalene, ref. flakes, bbls.	lb.	.07	.07¼
Nitrobenzene (Mirbane) drums	lb.	.08	.09
Paradichlorbenzene, drums	lb.	.11	.13½
Petrolatum, bbls. (as to color)	lb.	.03½	.08
Phenol (Carbolic Acid) drums	lb.	.13	.14¾
Pine Oils, bbls.	gal.	.65	.68
Potash, Caustic, solid	lb.	.06¼	.06¾
Flake, 88-92%	lb.	.07	—
Liquid, 45% basis	lb.	.02⅞	.03¾
Potassium Carbonate, solid	lb.	.06½	.06¾
Liquid	lb.	.02¾	.03⅛
Pumice Stone, powder	100 lb.	No Prices	
Rosins (net wt., ex yard, New York)—			
Grade D to H	100 lb.	3.12	3.19
Grade I to N	100 lb.	3.12	3.30
Grade WG to X	100 lb.	3.40	3.65
Wood, ex. dock	100 lb.	2.91	3.62
Rotten Stone, pwd., bbls.	lb.	.12¾	.18¾
Silica	ton	20.00	27.00
Soap, Mottled	lb.	.04⅛	.04½
Olive Castile, bars	lb.	.28	.38
Olive Castile, powder	lb.	.33	.40
Powdered White, Neutral	lb.	.24	—
Olive Oil Foot, bars, 68-70%	lb.	—	—
Green, U.S.P.	lb.	.09	.10
Tallow Chips, 88%, car lots	lb.	.09½	—
Soda Ash, cont., wks., bags, bbls.	100 lb.	1.10	1.35
Carlots, in bulk	100 lb.	.90	.95
Soda Caustic, cont., wks., solid	100 lb.	2.30	—
Flake	100 lb.	2.70	2.95
Liquid, tanks, 47-49%	100 lb.	1.95	—
Soda Sal., bbls.	100 lb.	1.10	1.30
Sodium Chloride (Salt)	ton	14.20	16.60
Sodium Fluoride, bbls.	lb.	.08	.09¼
Sodium Hydrosulfite, bbls.	lb.	.16	.17
Sodium Metasilicate, anhyd.	100 lb.	4.00	5.30
Granulated	100 lb.	2.50	3.55
Sodium Pyrophosphate	100 lb.	5.10	5.60
Sodium Silicate, 40 deg., drum	100 lb.	.80	1.20
Drums, 52 deg. wks.	100 lb.	1.40	1.80
Tar Acid Oils, 15-25%	gal.	.22	.29½
Triethanolamine	lb.	.19	.20
Trisodium Phosphate, bags, bbls.	100 lb.	2.85	3.60
Zinc Oxide, lead free	lb.	.06½	.07

Oils — Fats — Greases

Babassu, tanks, futures	lb.	.10⅛	Nom.
Castor, No. 1, bbls.	lb.	.13¼	.14¼
No. 3, bbls.	lb.	.12¾	.13¾
Coconut (without excise tax)			
Manila, tanks, N. Y.	lb.	.07⅝	Nom.
Tanks, Pacific Coast, futures	lb.	.06½	.06⅝
Copra, bulk, coast	lb.	.0410	Nom.
Corn, tanks, West	lb.	.13	Nom.
Cottonseed, crude, tanks, mill	lb.	.12½	.12¾
PSY, futures	lb.	.13⅝	—
Fatty Acids—			
Corn Oil, tanks, Chicago	lb.	.14¼	.14½
Coconut Oil, tanks, Twitchell, Chi.	lb.	.15¾	.16
Cotton Oil, tanks, Chicago	lb.	.13½	.13¾
Settled soap stock, Chicago	lb.	.03⅜	.03½
Boiled soap stock, 65%, Chi.	lb.	.04⅜	.04½
Foots, 50%, Chicago	lb.	.03½	.03¾
Red Oil, bbls., dist. or sapon.	lb.	.12	.13
Tanks	lb.	.11¼	—
Stearic Acid, saponif.			
Double pressed	lb.	.14¼	—
Triple pressed	lb.	.17	—
Greases, choice white, tanks	lb.	.09	.09⅛
Yellow	lb.	.08½	.08⅝
Lard, city, tubs	lb.	.11¼	.11⅜
Linseed, raw, bbl.	lb.	.1130	.1150
Tanks, raw	lb.	.1040	.1060
Olive, denatured, bbls., N. Y.	gal.	3.85	Nom.
Foots, bbls., N. Y.	lb.	.16¾	.17¼
Palm, Sumatra, cif. New York, tanks	lb.	.07⅝	Nom.
Palm, kernel, f.o.b. San F.	lb.	—	Nom.
Peanut, crude, tanks	lb.	.13	Nom.
Soya Bean, domestic, tanks, crude	lb.	.10⅞	.11
Stearin, oleo, bbls.	lb.	.09½	—
Tallow, special, f.o.b. N. Y.	lb.	.08¾	—
City, ex. loose, f.o.b. N. Y.	lb.	.08⅞	—
Teaseed Oil, crude	lb.	.27	Nom.
Whale, refined	lb.	.1070	Nom.

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SOAPS

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The years following the 1941 Exposition will be a critical period in the lives of all who promote production for defense. The wealth of ideas and information made available here will help materially to our progress through the present emergency. This year, attendance is a "must." Don't miss it. Be sure to come—bring your associates.

18th EXPOSITION OF CHEMICAL INDUSTRIES
GRAND CENTRAL PALACE, NEW YORK, DEC. 1-6, 1941
Managed by International Exposition Co.
DEDICATED TO SPEEDING UP AMERICA'S INDUSTRY FOR THE DEFENSE PROGRAM
568

(As of September 29, 1941)

Essential Oils

Almond, Bitter, U.S.P.	lb.	$3.50	$3.75
Bitter, F.F.P.A.	lb.	4.75	5.00
Sweet, cans	lb.	1.80	1.95
Anise, cans, U.S.P.	lb.	—	—
Bay, 55-66% phenols, cans	lb.	1.00	1.35
Bergamot, coppers	lb.	20.00	Nom.
Artificial	lb.	2.95	9.25
Birch Tar, rect., cans	lb.	1.50	2.00
Crude, cans	lb.	.90	.95
Bois de Rose, Brazilian	lb.	3.65	4.15
Cayenne	lb.	—	—
Cade (juniper tar), cans	lb.	.72	.95
Cajeput, native, cans	lb.	.92	1.15
Calamus, cans	lb.	—	—
Camphor, Sassy, drums	lb.	.27	Nom.
White, drums	lb.	.30	Nom.
Cananga, native, cans	lb.	10.00	11.00
Rectified, cans	lb.	11.00	12.00
Caraway Seed	lb.	12.50	Nom.
Cassia, Redistilled, U.S.P.	lb.	6.50	Nom.
Cedar Leaf, cans	lb.	1.03	1.38
Cedar Wood, light, drums	lb.	.30	.32
Citronella, Java, drums	lb.	.85	1.00
Citronella, Ceylon, drums	lb.	1.05	Nom.
Clove, U.S.P., cans	lb.	1.35	1.40
Eucalyptus, Austl., U.S.P., cans	lb.	.68	.73
Fennel, sweet, cans	lb.	2.50	2.75
Geranium, African, cans	lb.	16.00	Nom.
Bourbon, cans	lb.	17.00	Nom.
Turkish (Palmarosa)	lb.	3.15	3.50
Hemlock, tins	lb.	.93	1.15
Lavender, 30-32% ester, cans	lb.	—	—
Spike, Spanish, cans	lb.	2.65	3.25
Lemon, Ital., U.S.P.	lb.	5.50	Nom.
Cal.	lb.	3.25	—
Lemongrass, native, cans	lb.	2.00	2.25
Linaloe, Mex., cases	lb.	3.50	3.75
Nutmeg, U.S.P., cans	lb.	2.15	2.65
Orange, Sweet, W. Ind., cans	lb.	4.75	6.00
Italian cop	lb.	8.00	Nom.
Distilled	lb.	1.60	—
California, expressed	lb.	3.00	—
Origanum, cans, tech	lb.	1.50	2.45
Patchouli	lb.	5.25	6.25
Pennyroyal, dom.	lb.	2.50	2.65
Imported	lb.	2.40	2.75
Peppermint, nat., cans	lb.	3.60	3.90
Redis., U.S.P., cans	lb.	3.95	4.15
Petitgrain, S. A., cans	lb.	1.70	1.75
Pine Needle, Siberian	lb.	2.30	2.50
Rosemary, Spanish, cans	lb.	.88	1.03
drums	lb.	.85	1.00
Sandalwood, E. Ind., U.S.P.	lb.	5.40	5.50
Sassafras, U.S.P.	lb.	1.05	1.20
Artificial, drums	lb.	—	—
Spearmint, U.S.P.	lb.	2.55	2.80
Thyme, red, N. F.	lb.	1.85	2.25
White, N. F.	lb.	1.95	2.50
Vetiver, Java	lb.	15.00	Nom.
Ylang Ylang, Bourbon	lb.	—	—

Aromatic Chemicals

Acetophenone, C. P.	lb.	$1.55	$1.60
Amyl Cinnamic Aldehyde	lb.	1.90	2.00
Anethol	lb.	1.15	1.20
Benzaldehyde, tech.	lb.	.45	Nom.
N. F. VI	lb.	.85	.95
Benzyl, Acetate	lb.	.48	.55
Alcohol	lb.	.63	.68
Citral	lb.	3.00	4.00
Citronellal	lb.	1.50	Nom.
Citronellol	lb.	1.75	Nom.
Citronellyl Acetate	lb.	4.00	Nom.
Coumarin	lb.	2.75	3.25
Cymene, drums	gal.	1.25	—
Diphenyl oxide	lb.	.43	.50
Eucalyptol, U.S.P.	lb.	1.15	1.25
Eugenol, U.S.P.	lb.	2.00	2.10
Geraniol, Soap	lb.	.90	1.35
Other grades	lb.	1.50	2.50
Geranyl Acetate	lb.	1.50	2.50
Heliotropin	lb.	3.00	3.40
Hydroxycitronellal	lb.	5.25	Nom.
Indol, C. P.	lb.	32.00	34.00
Ionone	lb.	2.75	3.95
Isoborneol	lb.	.90	1.07
Iso-bornyl acetate	lb.	.80	.95
Iso-Eugenol	lb.	2.90	4.25
Linolool	lb.	5.00	7.50
Linalyl Acetate	lb.	3.00	Nom.
Menthol	lb.	6.75	7.00
Methyl Acetophenone	lb.	2.50	3.00
Anthranilate	lb.	—	—
Paracresol	lb.	4.50	6.00
Salicylate, U.S.P.	lb.	.35	.40
Musk Ambrette	lb.	3.75	4.20
Ketone	lb.	3.90	4.35
Xylol	lb.	1.15	1.55
Phenylacetaldehyde	lb.	4.00	Nom.
Phenylacetic Acid	lb.	1.55	1.95
Phenylethyl Alcohol	lb.	2.10	2.50
Rhodinol	lb.	30.00	35.00
Safrol	lb.	1.25	1.50
Terpineol, C.P., drs.	lb.	.27	—
Cans	lb.	.30	—
Terpinyl Acetate, 25 lb. cans	lb.	.80	.85
Thymol, U.S.P.	lb.	2.35	—
Vanillin, U.S.P.	lb.	2.50	2.75
Yara Yara	lb.	1.45	1.50

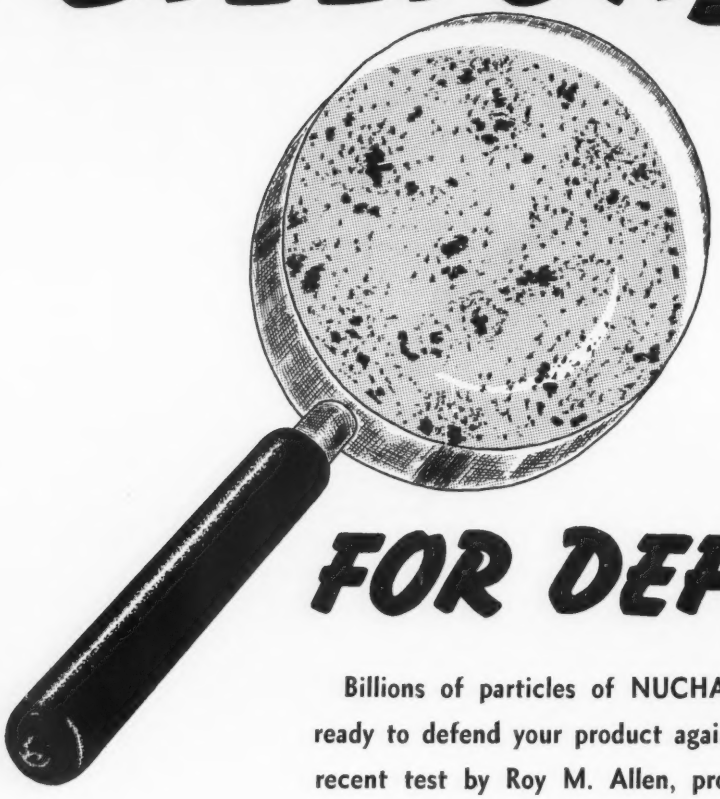
Insecticide Materials

Insect Powder, bbls.	lb.	.20	.25
Pyrethrum Extract			
5 to 1	gal.	1.10	1.15
20 to 1	gal.	4.20	4.35
30 to 1	gal.	6.25	6.50
Derris, powder—4%	lb.	.27	.31
Derris, powder—5%	lb.	.30	.34
Cube, powder—4%	lb.	.25	.30
Cube, powder—5%	lb.	.28	.33
Squill, red, dried	lb.	.50	.58

Waxes

Bees, white	lb.	.56	.58
African, bgs.	lb.	—	—
Refined, yel.	lb.	.51	.52
Candelilla, bgs.	lb.	.32	.33
Carnauba, No. 1, yellow	lb.	.83	.85
No. 2, N. C.	lb.	.77	.78
No. 3, Chalky	lb.	.72	.74
Ceresin, yellow	lb.	.12½	.17
Montan Wax	lb.	No Prices	
Paraffin, ref., 125-130	lb.	.0570	—

BILLIONS



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PRODUCTION SECTION

A section of SOAP devoted to the technology of oils, fats, and soaps published prior to Jan. 1, 1932, as a separate magazine under the title, Oil & Fat Industries.

Oxygen Detergents

ONLY a few per salts are suitable to give a bleaching action to detergents and soap powders used in the domestic laundry. Of the many per compounds which are active oxidizing agents, a number have to be eliminated from consideration for one reason or another. Sodium peroxide, for example, is so reactive as to be unstable when mixed into washing powder; sodium perchlorate is deliquescent; sodium persulfate forms free sulfuric acid; and sodium periodate is too expensive.

Sodium perborate makes a useful addition to soap powder. The formula for this is usually written $NaBO_3.4H_2O$, which might also be expressed as $NaBO_2.H_2O_2.3H_2O$. On warming, the compound yields an atom of oxygen, which corresponds to a content of 10.4 per cent of available oxygen. The sodium metaborate remaining, being a salt of a strong base and a weak acid, hydrolyzes to form a small amount of caustic soda, thus behaving like a number of the usual soap builders.

Because borates are forbidden today in Germany for use in washing and bleaching powders, sodium percarbonate is another compound worth investigation. Theoretically this should constitute an ideal bleaching agent, since on decomposition it gives, besides atomic oxygen, only soda ash, a natural addition to washing agents. That nothing has been done along this line before, can be attributed to the erroneous opinion that the compound is too unstable, that it loses its active oxygen content prematurely.

The composition of sodium percarbonate has been reported as either $Na_2C_2O_6$ or $Na_2CO_4.1\frac{1}{2}H_2O$. Both of these are wrong. Decomposition of a compound having the first formula would yield 9.64 per cent of active oxygen, plus carbon dioxide. Experimental investigation of sodium percarbonate shows that carbon dioxide is not evolved, and that the content of active oxygen is higher than that corresponding to the first formula. The second formula would yield 10.74 per cent of active oxygen, but the yield is in fact even higher than this, being 13 per cent or more.

According to the experimental results, sodium carbonate appears to consist of a loose addition compound of sodium carbonate and hydrogen peroxide. A fixed formula for the compound is therefore not possible. It has been prepared with a content of active oxygen as high as 20 per cent. As to its stability, a sodium percarbonate with an extremely high content of active oxygen quickly loses a part of this and deteriorates to a product having about 14 per cent of active oxygen.

The commercial sodium percarbonates are sold as containing 10 and 13 per cent of active oxygen. Samples of these were analyzed both in the fresh condition, and after a period of two months under unfavorable conditions. The containers in which they were kept for this period were left open, so that the contents were subjected to changing conditions of temperature and atmospheric moisture. The results were as follows:

	10% *Sample*	13% *Sample*
Active oxygen, fresh..	10.96%	12.56%
Active oxygen, after 2 months	10.42%	12.27%
Loss	0.54%	0.29%

Of course bleaching detergents must be prepared with a reasonable amount of care and must be free of catalysts which would hasten decomposition of the per salt. As a rule, sodium silicate mixed in has a stabilizing influence. The above results indicate that sodium percarbonate having a content of 10 or of 13 per cent is stable and at

least the equivalent of sodium perborate. G. Knigge. *Deutsche Parfumerie Ztg.* **27,** 130-1 (1941).

High Temp. Saponification

A method of making soap which requires only about fifteen minutes, as compared with the three to seven days required to make a batch of soap by ordinary methods, was described by Joseph J. Jacobs, of the Polytechnic Institute of Brooklyn, at the recent meeting of the American Chemical Society at Atlantic City, N. J. A feature of the process is the complete elimination of the use of water. In the process, the fat is dissolved in kerosene, solid lye is added, and the mixture is heated to a high temperature. According to Mr. Jacobs, the lye reacts with the fat very rapidly, requiring something less than fifteen minutes to make the soap. This hot mass of soap and kerosene is then sprayed into a vacuum chamber. Here the kerosene and pure glycerin vaporize off leaving a dry, granular soap behind, which has a porous structure said to be useful where a quick-dissolving soap of the bead or flake type is desired. The kerosene and glycerin are condensed and separated, the kerosene being re-used for a new batch.

A claim made for the process is that the glycerin recovered contains no water and is suitable to be used directly in the manufacture of nitroglycerin or dynamite. Except for very slight traces, it is said, the kerosene appears nowhere in the final products, but if a powerful cleansing soap is desired, some of the kerosene can be left in the soap. It was further mentioned by Mr. Jacobs that the indicated heat costs, outside of savings in time and labor, are about one-twentieth those of present methods. The process was claimed to be immediately adaptable to the production of industrial soap and to need only slight modifications in order to produce high-grade toilet soaps.

As a commentary on the paper of Mr. Jacobs, it is noteworthy that a process essentially identical with the one he describes was tried out recently on a commercial scale. The firm using the process was soon forced to discontinue operation of the unit, as it was deemed unsatisfactory from a commercial viewpoint.

Capillary-active Substances

One or more hydroxy groups of a boric or a phosphoric acid are substituted by high-molecular hydroxy compounds, other hydroxy groups by a lower monohydric hydroxy compound. As an example, 200 parts of lauryl alcohol are esterified with 70 parts of boric acid and the ester brought into contact with 70 parts of 2-propanol. The product is sulfonated with excess sulfuric acid below 50°C. N. V. Chemische Fabriek Servo and M. D. Rozenbroek. Dutch Patent No. 49,219; through *Chem. Abs.*

Fatty Acids from Paraffins

Paraffins are oxidized to give high molecular fatty acids. These are saponified in stages, only 10-30 per cent of the acid value being saponified at first. The water-soluble part is separated and the residue saponified in the usual way. The soaps can then be decomposed with acids. C. Beck and H. Weissbach, to I. G. Farbenind. A.-G. German Patent No. 695,647; through *Chem. Abs.*

Metaphosphate Granules

Granules of sodium hexametaphosphate for softening water consist of a plurality of irregularly shaped particles. These granules have a solubility rate greater than that of powdered metaphosphate. F. E. Hubbard and C. R. McCullough, to Monsanto Chemical Co. U. S. Patent No. 2,244,158.

GLYCERINE

Glycerine . . . comments on its practical manufacture and refining . . . a series of three articles . . . by J. W. McCutcheon . . . based on ten years' experience with Lever and P & G in Canada . . . a discussion of modern plant practice . . . to begin in the November issue of SOAP AND SANITARY CHEMICALS.

Alkali-Fast Soap Dyes

Powdered alkali-fast dyes insoluble in organic solvents and water, are mixed with a water-soluble dispersing agent and incorporated into the soap mixture. Suitable dispersing agents are sulfite waste, alkali salts of phosphoric acid, diaryl esters, etc. The advantage of the insoluble dyes over the soluble is that they do not stain the wash. Walter Franke, to I. G. Farbenind. A.-G. German Patent No. 695,750; through *Chem. Abs.*

Soap and Oil Bleaching

Soaps, fatty acids and tallow oil are bleached at normal temperatures with 0.5-4 per cent of alkali hyposulfite, based on the material to be bleached, or of a metal formaldehyde sulfoxylate, and hydrogen peroxide. The ratio of the two is 1:3 to 1:6. The water content is best kept at 10-60 per cent. When bleaching fatty acids or oils, 0.1-2 per cent of sulfuric acid is added. Hermann Plauson. German Patent No. 694,142; through *Chem. Abs.*

Soap and Silica Gel

Fats or fatty acids are saponified with sodium silicate with or without alkali in the presence of a large amount of water. S. Mukai. Japanese Patent No. 134,217; through *Chem. Abs.*

Box Sanitizer

Connected to the discharge end of a conveyorized washer where lug boxes and crates are cleansed, the new Cascade Lug Box Adapter gives them a supplementary spraying of sodium hypochlorite solution for the control of molds, bacteria, yeasts, and odors. As developed for the fruit packing industry by Cascade Sprayer Co., Seattle, the outfit covers both inside and outside of a container with a penetrating mist. It is soon to be offered to other industries. *Business Week*, June 7, 1941.

Surface-active Agents

FROM the practical point of view, cationic surface-active agents may be considered to have properties directly opposed to anionic agents of which soap is the outstanding example. A comparison between the behavior of soaps and cationic textile agents towards small additions of various materials is given at the foot of the column.

At first glance, it might appear that these materials are all so susceptible to precipitation as to make their use dangerous, but this precipitation is offset, in the case of the better cationic finishing agents, by the fact that they are sufficiently good emulsifying agents to tolerate small amounts of the materials which cause precipitation. In such cases a small amount of the material is precipitated, but the portion remaining in solution effectively disperses it with no ill effects. It is advisable, however, to avoid contact with those substances listed as causing precipitation, wherever possible. Approximately 20 million pounds of rayon fabrics were treated with cationic finishing agents during 1937, where 8 times this quantity was treated with such materials in the first 6 months of 1941.

For a practical understanding of the chemical nature of the several hundreds of these agents, it may be considered that there are three principal types. The first class consists of the salts of high molecular weight amino compounds. In this class we have the salts of primary, secondary, and tertiary amines. Salts of the tertiary amines are in general more satisfactory for finishing purposes, although they are more difficult to prepare than the salts of primary and secondary amino compounds. The next class consists of the quaternary ammonium compounds, which are characteristically more stable under operating conditions than the simple salts of amines, although certain particular complex amine salts possess a stability of the same order as that of the quaternary compounds. The third class consists of "onium" compounds of elements other than nitrogen, seldom encountered in the textile field.

By the latter part of 1937 it was generally realized that the use of cationic agents offered a decided advantage in the finishing of piece goods and that it was actually possible for these chemicals to compete on a price basis with sulfonated oils. The quality of the fabric finished with these agents is far superior to that of the same fabric treated with the older type of finishing agent. Also elimination of extra drying operations has increased the effective capacity of many mills.

As to the way these agents work, — one end of the molecule appears to stick tightly to the fiber, leaving the remainder free to stand out perpendicular to the fiber. The apparent thickness of the coating on the fabric is about the same as the length of the molecule. This means that for the best results with cationic agents, the surface of the yarn should be as clean as possible. Penetration of the agent into the yarn has a softening and plasticizing effect. Robert R. Ackley. *Am. Dyestuff Reporter* **30,** 461-2, 464 (1941).

Material Added	*Effect on Soap*	*Effect on Cationic Agent*
Hard water	curds	no effect
Glauber salt	no effect	curds
Caustic	no effect	curds
Acetic, formic, or hydrochloric acid	precipitated	no effect
Aluminum, zinc, chromium, lead or iron salts	precipitated	no effect
Sulfates, phosphates, etc.	no effect	precipitated
Direct or acid dyestuffs	no effect	precipitated
Soap	—	precipitated
Wetting agents, sulfonated oils, etc.	no effect	precipitated
Cationic agent	precipitated	—

Tall Oil Saponification

Tall oil is heated with sufficient alkaline material to neutralize the carboxylic acids present, in an inert atmosphere and in the absence of air and liquid water, to a temperature above the melting point of the resulting anhydrous soap. An inert gas is passed through to vaporize volatile, nonsaponified materials. Emil E. Dreger, to Colgate-Palmolive-Peet Co. U. S. Patent No. 2,240,365.

Soybean Analysis

The rapid refractometric methods previously developed for the routine determination of oil content and of iodine number of the oil, in flaxseed, have been adapted to the analysis of soybeans. By comparison with the fundamental methods for these factors, reliable results were found to be obtained in a much shorter time. Lawrence Zeleny and M. H. Neustadt. U. S. Dept. Agr., *Circ.* **748,** 22 pp.

Hardened Wax

Natural and synthetic wax and wax-like materials are heated with a substance catalyzing the splitting off of carbon dioxide. Such action is given by nickel, iron, tungsten sulfide and alumina. The powdered catalyst is spread on a carrier such as silica, silica gel, fuller's earth, or activated coal, and is then mixed with the wax. This treatment appreciably raises the melting point of the wax, a feature desirable for many purposes. M. Jahrstorfer and G. Schwarte, to I. G. Farbenind. A.-G. German Patent No. 695,635; through *Chem. Abs.*

Mothproofing

To mildewproof and mothproof fabrics, a fatty acid soap of cadmium is used to impregnate the fabric. Martin Leatherman. U. S. Patent No. 2,238,850.

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This mill is especially efficient for making fine toilet soaps. It is equally capable of producing thin flakes because of its water-cooled, chilled iron rolls and easy adjustments.

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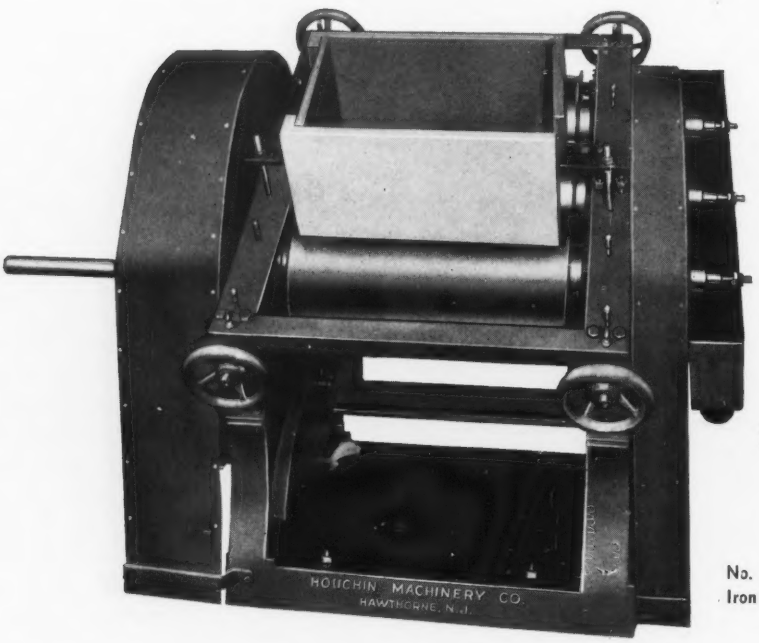

No. 89 A — Three Roll Chilled Iron Water Cooled Soap Mill.

WATER COOLED SOAP MILL

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Heavy frames, and bronze lined or roller bearings give assurance of long life under heavy duty conditions.

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PRODUCTS AND PROCESSES

Silicate-Soap Detergent

A detergent of good solubility is formed of particles of an expanded alkali metal silicate combined with about 5 per cent of an alkali metal soap formed *in situ* by reaction of the particles of alkali metal silicate with a high molecular fatty acid. The particles contain slightly larger proportions of soap on their surfaces than in their interiors. The detergent has an apparent specific gravity of 0.1-0.9. James G. Vail, to Philadelphia Quartz Co. U. S. Patent No. 2,243,054.

By-Product Resin Soap

Resin obtained as a by-product in the refining of FF wood rosin is dispersed in water to 10-50 per cent by weight of solids concentration. It is saponified at room temperature with a 20-50 per cent solution of alkali metal hydroxide to give a substantially neutral soap. Arthur Langmeier, to Hercules Powder Co. U. S. Patent No. 2,242,529.

Aliphatic Aromatic Detergent

Detergents are prepared by treating an aromatic compound such as benzene with an aliphatic compound such as dodecyl chloride and a sulfonating agent, the sulfonation reaction being conducted while the organic material is dissolved in a solvent containing liquid sulfur dioxide as the major constituent. The sulfonic acid product is then neutralized. Robert L. Brandt, to Colgate-Palmolive-Peet Co. U. S. Patent No. 2,244,512.

Soap from Hydrocarbons

Liquid or solid nonaromatic hydrocarbons are oxidized by air or gases containing oxygen. The oxidation product is treated with water-soluble organic solvents such as ethyl alcohol, acetone, acetonitrile, etc., the ratio of oxidation product to solvent not exceeding 1:3. After removing the solvent the residue is saponified and unsaponified components removed in the usual way. Martin Luther, to I. G. Farbenind. A.-G. German Patent No. 694,141; through *Chem. Abs.*

Cleaning Machine Parts

A mixture of compounds capable of forming caustic alkali, such as the mixture of soda ash and milk of lime, is introduced into a boiling bath containing the machine parts to be cleaned. The caustic soda formed acts on the fatty impurities, saponifying them, more caustic being formed by reaction as that in solution is used up. Pierre Jayer. French Patent No. 847,072; through *Chem. Abs.*

Soft Soap

Soft soap is made at normal pressure by the use of alkali silicates and neutral alkali salts, especially chloride, and a potash content of less than 0.5 per cent. No excess hydroxide is present. M.J.H.E. Hustinx. Dutch Patent No. 49,635; through *Chem. Abs.*

Glass-washing Compositions

A solution suitable for washing bottles is formed of 2.5-6 per cent of caustic soda, 0.25-1 of a water-soluble aluminate such as that of sodium, and 93-97 per cent of water. W. C. Cooper, to Geo. J. Meyer Mfg. Co. U. S. Patent No. 2,241,984.

Hard Water Soap

A soap product having improved resistance to hard water contains a mixture of a sodium soap and at least one polyphosphate of an alkali metal. The soap is derived from unsaturated fatty acids or mixtures of these with saturated fatty acids containing at least 5 per cent of polyethylenic acids, not more than 20 per cent of stearic and palmitic acids, and not more than 30-40 per cent of saturated fatty acids with less than 19 carbon atoms in the molecule. The ratio of polyphosphate, calculated as anhydrous salt, to fatty acids, varies from 1:4 to 1:2. R. Thomas and H. B. Oakley, to Lever Bros. & Unilever, Ltd. Canadian Patent No. 399,028.

Bile in Detergents

While soaps may be made to contain 10 per cent of bile, the active material present will usually be only 0.2-0.4 per cent. This does not affect the detergency of the soap to any great extent. More appropriate is its addition to soap-free compounds such as those used in the break in the laundry to save soap. For such purposes the bile preparations containing sodium cholate have an emulsifying power which helps keep soil in suspension. Such a washing powder may contain the following:

	Parts
Soda ash	40
Sodium sulfate	10
Sodium silicate	3
Synthetic foaming agent	5
Bile substances	3
Water	39

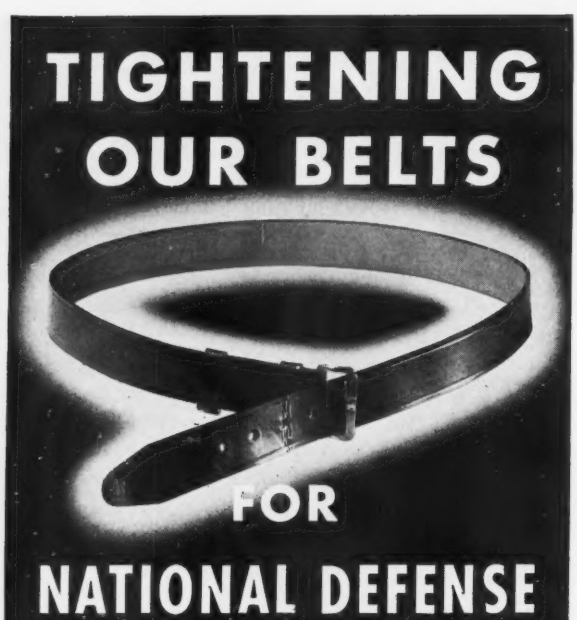
Expensive ingredients must be avoided in this type of product. *Seifensieder-Ztg.* **68,** 249 (1941).

Moth-proofing Solution

A stable moth-proofing solution contains triethanolamine silicofluoride, aluminum sulfate, and a fatty alcohol sulfate. The solution is free from uncombined silicic acid. Wm. H. Engels and J. Weijlard, to Merck & Co., Inc. Canadian Patent No. 398,764.

Quickly Soluble Soaps

Soaps or soap products which will dissolve rapidly in water, are derived from fatty acids containing 10-30 per cent of saturated acids having more than 18 carbon atoms,—at least 30 per cent of unsaturated acids, and not more than 30 per cent of palmitic, or a 1:1 mixture of plamitic and stearic acids. R. Thomas and H. B. Oakley, Lever Bros. & Unilever, Ltd. Canadian Patent No. 399,029.



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Vegetable Fats and Oils, by George S. Jamieson. 444 pages. An American Chemical Society Monograph. Covering classification, occurrence, properties, analytical methods, etc., of vegetable oils, fatty acid and other derivatives; also production and refining methods. $6.50.

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No. 2,251,536, Detergent patented August 5, 1941 by Eitaro Watanabe, Chiba Ken, and Shuji Kawamura, Tokyo, Japan, assignors to Miyoshi Kagakukogyo Kabushiki Kaisha, Tokyo, Japan. Method of manufacturing a detergent, wetting-out, and emulsifying agent, which consists in mixing phenols with monohydric higher alkyl alcohols having more than 6 atoms of carbon, heating the mixture with the addition of an ammonium salt as a catalyser so as to combine the phenols with the monohydric higher alkyl alcohol and causing the thus-obtained product to react with a sulphonation agent, maintaining it at a temperature below 25°C., and thus converting the same into a sulphonated compound.

No. 2,251,691, Dry Cleaning Solvent, patented August 5, 1941 by Albert S. Richardson, Wyoming, Ohio, assignor to Procter & Gamble Co., Cincinnati. As a new composition of matter possessing improved cleansing power, a dry cleaning solvent in which has been incorporated from about .025 per cent to about 6 per cent of a polyglycerol partially esterified with a mixture of fatty acids containing in predominant proportion saturated fatty acids having from eight to twenty-two carbon atoms.

No. 2,251,692, Preparation of Monoglycerides, patented August 5, 1941 by Albert S. Richardson, Wyoming, Ohio, assignor to Procter & Gamble Co., Cincinnati. The process of esterifying glycerol with a fatty acid having eight or more carbon atoms per molecule to form a product rich in fatty acid monoglyceride, which comprises mixing one molar proportion of the fatty acid with at least one molar proportion of glycerol in the presence of boiling dioxane and an esterification catalyst.

No. 2,251,693, Preparation of Monoglycerides, patented August 5, 1941 by Albert S. Richardson and Eddy W. Eckey, Wyoming, Ohio, assignors to Procter & Gamble Co., Cincinnati. An improved process for reacting triglyceride fats and oils with glycerol to form a product rich in monoglyceride, comprising boiling a mixture of one molar proportion of the fat or oil, at least two molar proportions of glycerol, dioxane, and a glyceroxide catalyst.

No. 2,251,694, Dry Cleaning Solvent, patented August 5, 1941 by Nathaniel Beverley Tucker, Glendale, Ohio, assignor to Procter & Gamble Co., Cincinnati. As a new composition of matter possessing improved cleansing power, a dry cleaning solvent in which has been incorporated from about .025 per cent to about 6 per cent of an ester derived from a water-soluble aliphatic hydroxy carboxylic acid and an aliphatic carboxylic acid having from eight to twenty-two atoms of carbon, the ester being "balanced" in that the ratio of the total number of free hydroxyl and carboxyl groups in the hydroxy acid portion of the ester to the number of esterified hydroxyl groups is at least one.

No. 2,251,695, Preparation of Fatty Acid Esters of Aliphatic Hydroxy Compounds, patented August 5, 1941 by Nathaniel Beverley Tucker, Glendale, Ohio, assignor to Procter & Gamble Co., Cincinnati. In the process of forming an ester of a fatty acid and an aliphatic hydroxy compound, the step of reacting an acyl halide with the aliphatic hydroxy compound in the presence of a boiling solvent of the 1-4 cyclic ether type.

No. 2,251,768, Wetting and Detergent Composition, patented Aug. 5, 1941 by Robert C. Swain, Old Greenwich, Conn., assignor to American Cyanamid Co., New York. A wetting and detergent composition comprising one part by weight of an ester of sulfo-succinic acid with an aliphatic alcohol of 5 to 10 carbon atoms, together with from 1 to 3 parts by weight of urea as a solubilizing agent therefor.

No. 2,251,934, Germicidal Soap, patented August 12, 1941 by Walter H. Hartung, Lansdowne, Pa., assignor to Sharp & Dohme, Inc., Philadelphia. A germicidal and detergent soap composition exhibiting effective germicidal activity and possessing effective detergent and washing properties, which composition comprises an alkali metal soap of at least one saturated fatty acid and from about 1 per cent to about 10 per cent, based on the soap, of an alkyl phenol capable of acting as a germicide, which soap is free from soaps of unsaturated fatty acids and substantially free from unsaponifiable and unsaponified material other than phenol.

No. 2,251,935, Germicidal Soap, patented August 12, 1941 by Walter H. Hartung, Landsdowne, Pa., assignor to Sharp & Dohme, Inc., Philadelphia. A germicidal and detergent soap composition exhibiting effective germicidal activity and possessing effective detergent and washing properties, which composition comprises a water-soluble soap obtained from a soap-base selected from the group consisting of commercial fatty oils and fats, the soap being substantially free from unsaturated fatty acid soaps and from unsaponified and unsaponifiable material except phenols, the composition also containing from about 1 per cent to about 10 per cent of an alkyl phenol capable of acting as a germicide, based upon the weight of the soap.

No. 2,252,548, Parasiticidal Composition, patented August 12, 1941 by Joseph N. Borglin, Wilmington, Del., assignor to Hercules Powder Co., Wilmington. An insecticidal composition comprising a terpin lower fatty acid ester and a diluent.

No. 2,253,182, Germicidal Preparation, patented August 19, 1941 by Emil Klarmann, Jersey City, N. J., assignor to Lehn & Fink Products Corp. A germicidal preparation having an enhanced bactericidal effectiveness comprising an aqueous dispersion of a germicidal substance of the class consisting of alphaterpineol and pine oil and a halogenated phenolic body having germicidal properties.

No. 2,254,129, Germicide, patented August 26, 1941 by Frederick W. Ames, New Orleans. A germicide comprising a dilute alcoholic solution of equal parts of phenol and oil of thyme.

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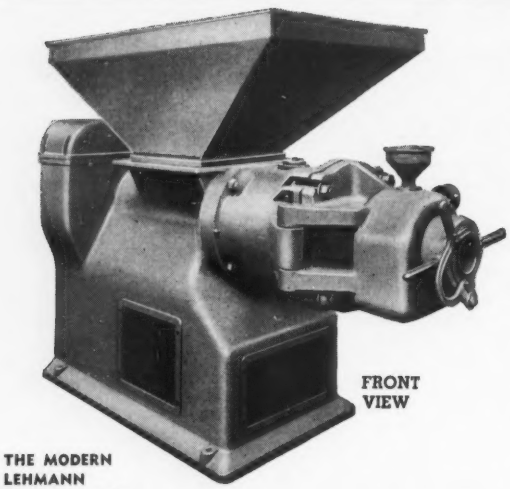

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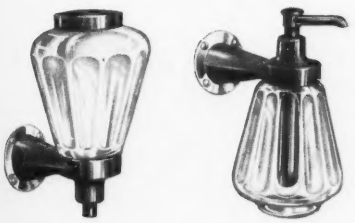
840—New Soap Dispensers

Bobrick Manufacturing Corp., New York, has just brought out two new liquid soap dispensers with body



and bracket made of plastic to fill the need arising out of the lack of zinc and aluminum for ordinary civilian use. No. 13 is a push-up type and No. 14 is a pump type soap dispenser. More attractive in design than the models they replace, the new models are described as just as durable as the old, since the plastic is said to be non-breakable and not affected by soap or water. The addition of these models guards against shortage in the low-priced liquid soap dispenser field.

841—Active Carbon

A 160-page book "Active Carbon—the Modern Purifier," revised and enlarged, was recently made available for free distribution by its publisher, Industrial Chemical Sales division of West Virginia Pulp & Paper Co., New York, manufacturer of "Nuchar Active Carbon." The first edition of the book was issued in 1930. The fourth edition follows the spirit and content of the earlier works. The text deals primarily with the decolorizing type of active carbon. A comprehensive study of this type of carbon, the book contains data on methods of use, basic principles involved, methods of evaluation, and a detailed description of its application to various products, including oils and fats for soap.

842—New Fumeral Diffuser

A small portable diffuser, Fumeral Model No. 72, suitable for the dispersion of insecticides, deodorants, disinfectants, and various other liquids, in small interiors up to 6,000 cubic feet of space, and in all places where the use of an individual unit is of advantage, has just been brought out by Fumeral Co., Racine, Wis. Of one pint liquid capacity, Model No. 72 is 3″ in diameter, 7½″ in height, and weighs only 2½ pounds, including the liquid. It may be operated by air pressures from 65 to 200 pounds, no adjustments being required for the various pressures. It can also be furnished with a direct hose connection and valve, if desired. Photo shows Model No. 72 in use, filling airplane cabin with insecticide vapor.

843—Multiple Unit Pump

A new multiple unit pump, composed of four heavy duty 90 gallon-per-minute pumps, has just been brought out by Viking Pump Co., Cedar Falls, Iowa. It is described in the fall issue of the *Viking Vacuum*, company house magazine. Individual clutches with thrust bearing supported gearing and jackshaft are new features of the unit. Structural steel base and motor rails are built to support power unit which connects to pump jack shaft by means of a flexible steel coupling.

844—Measurement of pH

National Technical Laboratories, South Pasadena, Cal., has just issued a 12-page booklet, entitled, "What Every Executive Should Know About pH," in which is given a simplified explanation of pH and the manner in which pH control is used in numerous industrial operations. The Beckman line of pH equipment, including the High pH Glass Electrode system, for measuring high pH values, even in the presence of sodium ions, is described and illustrated.

845—"Santophen 7"

"Santophen 7—a Germicide and Industrial Preservative" is the title of a new technical bulletin just issued by Monsanto Chemical Co., St. Louis, which describes in detail the properties and bactericidal effectiveness of "Santophen 7." The new Monsanto germicide is a mixture of ortho- and parabenzylphenol. When converted into a water-soluble form, it is shown to have high non-specific germicidal action against bacteria, fungi, algae and protozoa. Representative formulations, employing "Santophen 7" as a base, are given. Its use as an industrial preservative is also summarized.

RAW MATERIALS FOR THE SOAP INDUSTRY

1838-1941

Oils Fats
Chemicals
Fatty Acids
White Mineral Oils
Petrolatums

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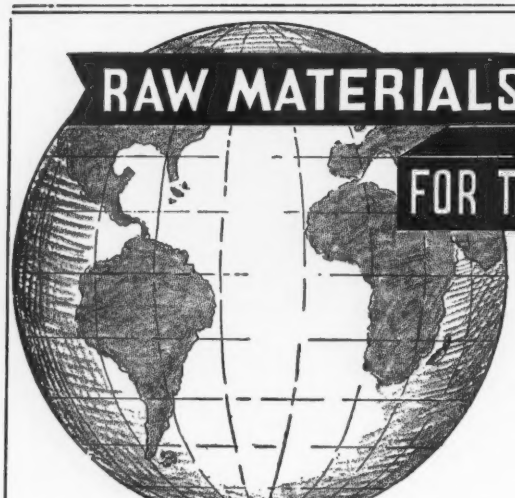

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Soybean Oil Soaps

It is not unlikely that soapers will be making a more extensive use of soybean oil in the near future, as oils and fats will probably increase in price, even if they do not become scarce due to abnormal war requirements. Should it become economic to use larger quantities of soybean oil, a great deal can be done by proper handling, taking care not to use more than 20-30 per cent of soybean oil and 40 per cent of hardened oil in any one formula. Examples are:

(1)	
Soybean oil	40%
Coconut oil	30
Palm kernel oil	10
Tallow	20
(2)	
Hydrogenated soybean oil	60%
Coconut oil	30
Palm kernel oil	10

In making potash soaps, straight soybean oil may be used, giving a light brown or golden soap possessing good washing properties. This has been specially recommended as an automobile-body soap. Soft soap is also suitably made from 30-60 per cent of soybean oil mixed with 70-40 per cent of linseed oil. Straight soybean oil can be used also for making official U.S.P. soap preparations by the cold process, to give an inexpensive soap free from objectionable odor. *Am. Perfumer*, September, pp. 57, 59 (1941).

Temperature in Oil Storage

Fourteen different oils of various types,—crude, refined, hardened, etc., were studied after storage at different temperatures, to determine the influence of temperature on hydrolysis and oxidation of the oils. Determinations of peroxide value and aldehyde tests were made. The oils were stored in closed tin cans at 35° C., 18.5°, 0°, —6.5°, —16.5°, and —24° C., with results as follows.

During a storage period of one year saponification remained extraordinarily small. The portion saponified was not more than 1.7 per cent. Refined and hardened oils showed the smallest per cent of fatty acids. Although oxidation was small, this kind of change was sufficient to be detected by the odor produced. The influence of temperature on the rate of saponification and on oxidation can be divided into two brackets. In the range of —24° to 10° C., increase in temperature had only a very small influence on the rate of change. In the temperature range of 10° to 35° C., increase in temperature produced rapid changes. Fr. Kiermeier. *Fette und Seifen* **48,** 326-32 (1941).

Sulfonated Ether Salt

An aqueous paste of a sulfonated ether salt, called Triton 720, has been announced by Rohm & Haas, Philadelphia. A combination of 1 per cent of this product and 0.5 per cent of ammonium bifluoride was said to remove greasy iron spots from a white rayon fabric, that could not be cleaned in any other way. At a concentration of 0.1-1 per cent the product is reported to give superior results in the more usual textile scouring applications. Used with soap in the final bowl in wool scouring, it greatly improves the appearance and physical characteristics of the wool, making it whiter, loftier and more easily rinsed. *Am. Dyestuff Reporter* **30,** 444 (1941).

Oil Refining

In refining oil or fat, metallic impurities are separated after adding hydrochloric acid. Alkali is added to neutralize free fatty acids and hydrochloric acid. The soapstock formed is separated from the oil or fat. A natural oil-soluble antioxidant concentrate is then added before hydrogenation, in order to increase the stability of the oil. A. E. Taylor and J. L. Jakobsen. General Mills, Inc. Canadian Patent No. 399,020.

Bellier Number

The Bellier number is useful for determining the presence of certain impurities in an oil. It is the temperature at which solid fatty acids begin to crystallize from a solution of the oil in 70 per cent alcohol, slightly acidified with acetic acid, when the solution is cooled slowly with stirring or shaking. J. A. Broge. *Fette und Seifen* **48,** 333-4 (1941).

Soap Dryer Blades

A large soap manufacturing company reports that when using razor steel doctor blades, it was necessary to stop the machinery for 10 minutes in each 8-hour period in order to hone the blades which scrape the soap from the chilling rolls. The capacity of the dryer concerned was 3,000 pounds per hour, or 50 pounds per minute. A 10-minute stoppage meant a production loss of 500 pounds every 8 hours, which amounted to a weekly loss of 3,750 pounds.

In an attempt to remedy this trouble, doctor blades of heat-treated "K" Monel metal were installed. At the end of 188 hours of continuous operation with the new type of blade, only two honings had been required. The wear- and corrosion-resisting properties of the "K" Monel blades had therefore increased production by more than 7,000 pounds per 94-hour period. *Chem. Trade J. & Chem. Engineer* **109,** 57 (1941).

Sulfated Boro Compound

A sulfated boro fatty acid amide, called Aqua Tergent, is offered by Aqua Sec Corporation, New York City. A solution of the compound gives a pH of 7.5 to 8. It should be of special use in washing "bleeders" when acid may be added to the bath to stabilize the color; the organic detergent will not lose its effectiveness under such conditions. The product may be used with or without soap or alkali, in washing cotton, silk, wool or synthetic materials. *The Laundryman*, August, p. 23 (1941).

Concrete Floor Treatment

To color and make concrete floors dust-proof, the Dye-Crete Method has been announced by the Wilbur & Williams Co., Boston. A stain is first applied which penetrates deeply into the concrete and becomes a part of it. A synthetic enamel is next applied which adheres to the stained concrete. The finish is stated to be resistant to moisture, alkalies, wear, oils, greases, alcohol and a number of other chemicals which attack the usual types of patients. *Am. Dyestuff Reporter* **30,** 464 (1941).

Soybean Oil Extraction

In large-tonnage solvent extraction of vegetable oils, solvent losses usually amount to 0.5-1 per cent of the weight of raw materials processed. This factor accounts for the rather general use of relatively inexpensive hydrocarbon solvents where possible, despite hazards connected with their use. Petroleum producers have increased their output of special solvent naphthas having very narrow boiling ranges, low evaporation residues, excellent stability, and low price, but the risk of explosion demands extreme care in operation.

The naphtha most commonly used by the American soybean industry is essentially a normal hexane fraction boiling at 63-70° C., and leaving a residue of only 0.0004 per cent by weight.

Apparently the only commercial soybean extraction plant using any solvent other than a petroleum cut is the Manchuria Soybean Industry Co., Dairen, which uses the "hot alcohol" process, with 99.8 per cent ethanol at 80° C. under pressure, to deal with 100 tons of beans per day in rotary extractors. The advantages of this process lie chiefly in the ease with which by-products such as phosphatides, sugars, and saponins can be recovered, the market for these items being a factor determining the prospects of the method. Of special importance is the possibility of separating drying and nondrying constituents by the selective action of solvents exhibiting partial miscibility. *Chem. Age* **45,** 60 (1941).

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Mildew Proofing

Much interest is evidenced in the discovery by Helen M. Robinson, U. S. Bureau of Home Economics, of a process for preventing the rotting of cotton fabrics by mildew. The process is made available without royalty payment, and will probably come into wide use by manufacturers and laundries for application to shower curtains, household cottons, etc.

The treatment depends on the formation of a cadmium chloride-morpholine compound directly in the fabric. The latter is immersed first in a solution of cadmium or copper salts, and then in morpholine. Fabrics so treated do not change in appearance or color, and will retain the process through 5 or 6 washings. They can be stored for 6 months with no deteriorating effect. Possibilities in retreatment are open to the launderer after the impregnating material has been removed by several washings. *Laundry & Dry Cleaning J. of Canada*, August, p. 22 (1941).

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Fat Refining

Fats are refined continuously by counter-current extraction with an immiscible extractant which has been previously in contact with partially refined fatty matter. A purer portion of extractant is used for the oily phase which has been extracted once. In the last stage the extracted fatty matter is subjected to a washing treatment. W. J. Hund and D. H. Rowe, to Shell Development Co. Canadian Patent No. 398,634.

Methyl Cellulose Detergent

Methyl cellulose or other cellulose derivative that is soluble is added to sulfonated and neutralized fatty alcohols or fatty condensates. Texapon Vegyipari es Kereskedelmi Kft. Hungarian Patent No. 126,552; through *Chem. Abs.*

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Beechnut Oil

The red beech produces a nut whose dried kernel contains over 40 per cent of oil. The characteristics are: sp. gr. 0.9099-0.9226, $^{n}D^{15}$ 1.4729-1.4752, solidifying point —15 to —18° C., acid number 0.8-2.4, saponification number 180-201.5, iodine number 101-120, and unsaponifiable 0.82 per cent. The oil obtained by cold pressing is light yellow, that by hot pressing at 70° C., reddish. It can be decolorized easily with a small amount of bleaching earth. The oil is odorless, has a slight, characteristic taste, and keeps well on storage. D. G. Rankoff. *Fette und Seifen* **48,** 294-9 (1941).

Coconut Oil Market Review

(*From Page* 29)

Other obvious courses which suggest themselves as remedies for a possible lack of coconut oil are: to cut down on the percentage of coconut oil in the products being made; to employ synthetic detergents and wetting agents where possible; to change the type of product being manufactured by employing salts such as trisodium phosphate or tetrasodium pyrophosphate where this is possible.

Of course, none of these affords a complete solution to the problem, but in certain cases these methods of cutting down on coconut oil use might prove effective. For example, in the case of substituting with lauryl alcohols, etc., it is probable that these would be as scarce as coconut oil, if not scarcer. There simply are no domestic substitutes for the fatty acids of coconut oil.

Another suggestion for reducing coconut oil use depends on using potash in small percentages, say between 2 and 5 per cent, in the caustic soda lye where a toilet soap is being made, for instance. In this way, it is said, appreciable quantities of coconut oil can be conserved. The use of a small percentage of potash in a soda soap increases the lathering and rinsing properties of the soap enough to offset the effect of some reduction in the coconut oil content.

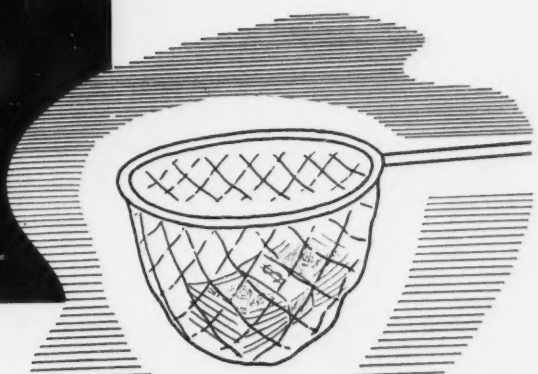
Extra supplies of potash are difficult to obtain at present, but this practice might be feasible in the manufacture of certain products, especially since the percentages required to produce quicker lathering and greater solubility are small.

There are other ways in which soap makers have been preparing for the contingency of a real coconut oil scarcity. A number have solved the problem of getting along without coconut oil satisfactorily in products which formerly depended on coconut oil for their manufacture. Perhaps lathering qualities are not quite as good in the *ersatz* products, but even though they contain no coconut oil, they are reported to be convincing imitations. The manufacturers are not divulging the secrets of their methods, but are preparing to put them into commercial use if or when it becomes a necessity.

SANITARY PRODUCTS SECTION

Insecticides • Disinfectants • Moth Products
Floor Products • Polishes • Chemical Specialties

PYRIN



FOR NET PROFITS

In changing to PYRIN you do not have to alter your label, oil, or manufacturing procedure. Therefore, after deducting selling expense and overhead, your larger net profits with PYRIN are reflected in its low cost and increased consumer acceptance.

PYRIN costs less because 5% of PYRIN equals 7½% of Pyrethrum Extract *at the same dilution. Less* PYRIN *does more.* PYRIN assures a minimum of dealer and consumer complaints because it is more *stable.* PYRIN stored for years is clean, free from sediment, and as effective as when originally produced. Thus, PYRIN increases your net profits through its lower cost and product improvement.

PYRISCENTS

The first perfumes specifically compounded for use in insecticides. PYRISCENTS (available in most any odor) are *completely* oil soluble; maintain their full odor value upon aging; and *will not react chemically to kill your killing power.*

JOHN POWELL & CO., INC. 114 East 32nd Street, New York.

The most dependable of the many geysers in Yellowstone Park, Old Faithful every seventy minutes sends up a cascade of water 150 feet high.

Ewing Galloway.

Dependable

PRENTISS CLARIFIED PYRETHRUM EXTRACT #20

"it's a natural"

You can depend on *natural* Pyrethrum because it has proved its efficiency and stability in sprays for a number of years, as it is the original household spray material.

Also, you can depend on the price of Prentiss Clarified Pyrethrum Extract No. 20 being kept at its new low level for at least a year. The product's right and the price's right . . . specify Prentiss Clarified Pyrethrum Concentrate No. 20 on your next insecticide order.

THE R. J. PRENTISS & CO., INC. — THE WORLD IN BOTANICALS

R. J. PRENTISS & CO.

80 JOHN STREET, NEW YORK CITY

Have you started figuring
6+3=

your formula for '42 ?

LETHANE IS THE ANSWER

THE PROBLEM of spray formulation can be difficult for the insecticide manufacturer but is greatly simplified when the full benefits to be obtained from LETHANE 384 and LETHANE 384 Special are known. For example: The majority of sprays marketed today are AA grade. A 5% LETHANE spray will readily meet the specifications for AA grade and will also provide faster knockdown, longer repellency, and greater stability and uniformity than a comparable amount of any other toxicant. Moreover, no other toxic agent will provide all these properties at as low cost.

The performance and economy of LETHANE are of greater value this year than ever before. This is because the insecticide manufacturer must meet high spray standards in a competitive market at a time when production and distribution costs are rising. Many spray manufacturers will use a larger portion of LETHANE in their formulas to compensate for increases in these other costs. High quality household and cattle sprays can be most economically formulated in 1942 if they are straight LETHANE sprays.

Proof that LETHANE is the answer to your toxicant problem lies in the preference shown by the consuming market for LETHANE sprays. Year after year this consumer preference is reflected by substantial increases in the use of LETHANE 384 and LETHANE 384 Special by the insecticide industry.

LETHANE is a Trade Mark, Reg. U. S. Pat. Off.

Lethane 384

Lethane 384 Special

RÖHM & HAAS COMPANY

WASHINGTON SQUARE, PHILADELPHIA, PA.

Branch Offices: Chicago, Ill.; Kansas City, Mo.; Oakland, Calif.
P. N. Soden Co., Ltd., Montreal, P. Q., sole Canadian agent.

Manufacturers of Leather and Textile Chemicals, Specialties, and Finishes.. Crystal-Clear Acrylic Plastics.. Synthetic Insecticides.. Fungicides.. and other Industrial Chemicals

INSIDE NEWS

OCTOBER, 1941 PUBLISHED BY NATIONAL CAN CORPORATION, NEW YORK, N. Y. VOL. 1 No. 1

MAKE ADVERTISING SERVE CAN USERS...POLICY OF NEW MANAGEMENT

The National Can Corporation believes that service to customers is more important than advertising space devoted to the usual type of advertising copy. Hence they welcomed an entirely new approach to can advertising—a "news service" for industries served by the National Can Corporation—as a real demonstration of National Can's vigorous spirit of service.

This is the first edition of this News Service. It will be followed regularly by others.

The plan is a simple one. From widely placed sources, facts will be gathered about new processes, new merchandise, new merchandising methods.

From these news items a selection will be made of the most interesting. Then these will be printed—to help you solve manufacturing or sales problems.

Items which are too interesting to omit, but which we have no space to discuss in detail will be quickly summarized under the caption *Technical Topics.*

National Can Corporation wants you to feel that this is your News Service. If you wish more information on any of these articles—write to National Can Corporation, 110 East 42nd Street, New York City, and you will receive any additional information available.

If you would like a reprint of this mailed to your office, simply request it.

But to make it your News Service, you should contribute, too. Possibly you have made some achievement of an unusual nature in manufacturing or merchandising. Send in the factual story and picture. We will publish it if we can. So Inside News makes its bow. It pioneers a new road—advertising that serves the reader. (1)

The New York plant of the National Can Corporation

AUTOMATIC SPRAYER PAINTS SHELLS

A fully automatic machine, recently developed, sprays the interior walls of 155 mm. shells at the rate of 500 an hour, it is reported. The shells are picted up by metal arms from a conveyor belt, carried along in horizontal position to a point in front of the automatic spray gun. A master switch then trips a trigger on the gun, which is fitted with an extension nozzle. A device with which the gun is synchronized rotates the shell to insure a uniform, smooth coating. As soon as the nozzle has withdrawn from the projectile, the shell moves along, making room for the next one. (2)

DOMESTIC TALC NOW REPLACING FOREIGN PRODUCTS

According to recent figures, the talc market during 1941 represented a business of some $20,000,000 at retail. The material which has been traditionally accepted by the cosmetic industry as the best in the world for its talc was the talc coming from Italy. Since this was no longer available, many cosmetic manufacturers felt for a time that their share of this market might be in danger. For talc bulks large and the problem of storage space alone is something to be considered in view of the fact that companies doing a good business need from 500 to 1,000 tons a year, with some large manufacturers needing even more. Hence it was not something which could conveniently be put away for a rainy day.

Fortunately, however, both the quality and quantity of domestic talc had been improved upon during recent years so that the change from the Italian product was made without any great difficulty. There are many who feel that certain of the American tales are today even better than those formerly received from Italy. In any case, American production is now about 250,000 tons a year of which about 10 percent is suitable for cosmetic use so that the talc market and the more than twice as large face powder market, which also requires talc as an ingredient will not suffer from a lack of this raw material—barring unforeseen difficulties in transportation. (3)

WAX FROM SUGARCANE

Sugarcane is seen as a potential source of some six or seven million pounds of wax in recent experimental work. The wax occurs as a thin coating on the surface of the cane. As the cane is crushed, most of the wax is washed off, and remains in suspension in the juice until taken out with the "mud" formed in clarification. This mud has until now been discarded, although it contains from 5 to 17 percent of wax on a dried basis. Selective solvency is employed in the process of removing the wax from the "mud". (4)

CANNED PHEASANT

It is now possible to find in the Pacific Coast markets a whole precooked frozen pheasant in a can, decorated with a white lettered overwrap with a picture of the royal bird in reverse. In all probability this newcomer to the table will soon be found in all sections of the country.

It is anticipated that a heavy supply will make its appearance early this fall. The reason for this lies in the fact that autumn is the season when pheasants are in their prime. One bird nested in its own juices and gelatin jelly will be packed in the can and thus the product will retain its wild flavor. (5)

BY
NATIONAL CAN

OCTOBER, 1941 PUBLISHED BY NATIONAL CAN CORPORATION, NEW YORK, N. Y. VOL. 1 NO. 1

POWDERED DENTIFRICE CONTINUES IN POPULARITY

The largest single market in the cosmetic field is the one for dentifrices where a retail business of close to $80,000,000 was done last year. Although tooth paste continues to be the biggest seller, powdered dentifrice continues to be a good second, with the more recently introduced liquid form, third.

Although no specific figures are available concerning the consumption of tooth powder, most surveys agree that from 30 to 40 percent of those using dentifrices use powder, and, almost without exception, these powders are packaged in cans.

This emergence of the dentifrice as a large-scale user of cans has been a phenomena of the past ten years. It has been an interesting thing to watch and it has prompted much speculation as to the next cosmetic product to go to tin containers in a big way. (6)

NEW MILL GRINDS PAINT OR INK WITHOUT CONTAMINATION

A new mill has been developed by means of which inks and paints over a wide consistency range can be thoroughly ground without contamination. This new apparatus consists essentially of two truncated cones, one of which is fitted inside the other, together with a plunger feed mechanism which forces crudely mixed ink into the annular space between the conical sections, one of which is rotated with respect to the other. For example, the outer section of a ground-glass joint is fitted with a plunger at the small end, and ink forced by a rotating stopper. The stopper is appropriately slotted. The efficiency of this mill has been tested relative to that of a laboratory 4 x 8 inch three-roller mill as well as with hand milling. Advantages are: excellent dispersion, and freedom from metallic contamination, with whites and light colors. (7)

CANNED MEATS TO THE FORE

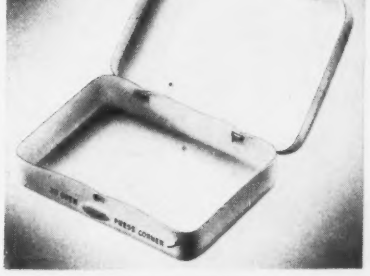
Watch canned meats! Huge purchases of canned meats and meat products this year have focussed public attention on these items. Of equal and perhaps greater significance is the rising tide of public acceptance of many new meat products and, of course, of many of the old familiar stand-bys. Few consumers are conscious of the great variety of canned meats now available. Packers believe there will be an increasing demand for these in the next year or two.

Canned spiced ham and similar pork products have become tremendously important in the last few years, aided by strong consumer advertising campaigns. Canned wieners are blazing a trail now. Corned beef, corned beef hash, dried beef, tongue, ham and various kinds of spreads are still the leaders, but there will be new ones coming along.

One fact-finding organization reports that consumption of canned meat in 12-ounce tins last year was 66 percent higher than the preceding year. (8)

PACKAGING THAT PROMOTES PRODUCT LEADERSHIP

This EZY-OPENING Tablet Box features the NATIONAL CAN principle of front opening which assures consumer acceptance because of its convenience and definitely practical non-spill advantages. Write for sample. (9)



PACKAGING IMPORTANT AS HEALTH PROTECTION

Sixty percent of the public considers protection from dirt, dust and germs as the most important function of packaging, a nation-wide survey recently revealed. Second most important quality is ability to maintain the product's efficiency.

Consumers considered other packaging qualities as ranking in the following order: convenience in use, appearance, prevention against substitutes, and prevention against breakage.

The survey covered products in the food, candy, pharmaceutical and allied fields. There was some variation in the order of importance of the functions as they concerned specific products, but the order generally held.

There was roughly a five-point difference between the various qualities selected, with only 30 percent of the public considering prevention against breakage of prime importance, the survey showed. (10)

TECHNICAL TOPICS

GLYCERIN is being manufactured from molasses in South Africa. With a new process, molasses is fermented by means of a special yeast under alkaline conditions, the resulting wash being concentrated in multiple effect evaporators and the glycerin solvent extracted from the concentrate in specially constructed apparatus. (11)

CAUSTIC SODA TREATMENT of straw silage is being encouraged in Britain. The treatment with caustic soda turns all straw, whether wheat, barley, or oat, into a starchy food which is much nearer a concentrate and will replace sugar beet pulp and roots. (12)

EDIBLE OLIVE OIL of excellent quality is now being produced in California on a commercial scale. The industry has been expanding steadily in recent years, and the extremely high prices prevailing during the current season as a result of the war in Europe and the cutting off of importations has brought about a marked improvement in the quality of the domestic oil. (13)

STEARIC ACID when used in red lead paints is said to induce non-settling properties. The acid is used in the proportion of ½ to 1 percent by weight according to the quantity of red lead present. It is dissolved in the warm oil used for grinding the red lead. (14)

VERMICULITE used in concrete to replace sand produces a material which can be sawed, sliced, punctured, and nailed, according to tests recently conducted in North Carolina. By use of vermiculite it is stated that the concrete forfeits no strength but gains workability. The new product is said to have high sound and heat insulation values. (15)

YELLOW CUPROUS OXIDE is obtainable as a dry, stable material by a new electrolytic manufacturing process. Fungicidal tests of the yellow oxide made by the new process have shown a remarkable increase in effectiveness without a corresponding increase in phytocidal activity, it is stated. It is also said to make possible more effective antifouling paints, and to be useful as an agent for controlling wild growth in swimming pools and ponds. (16)

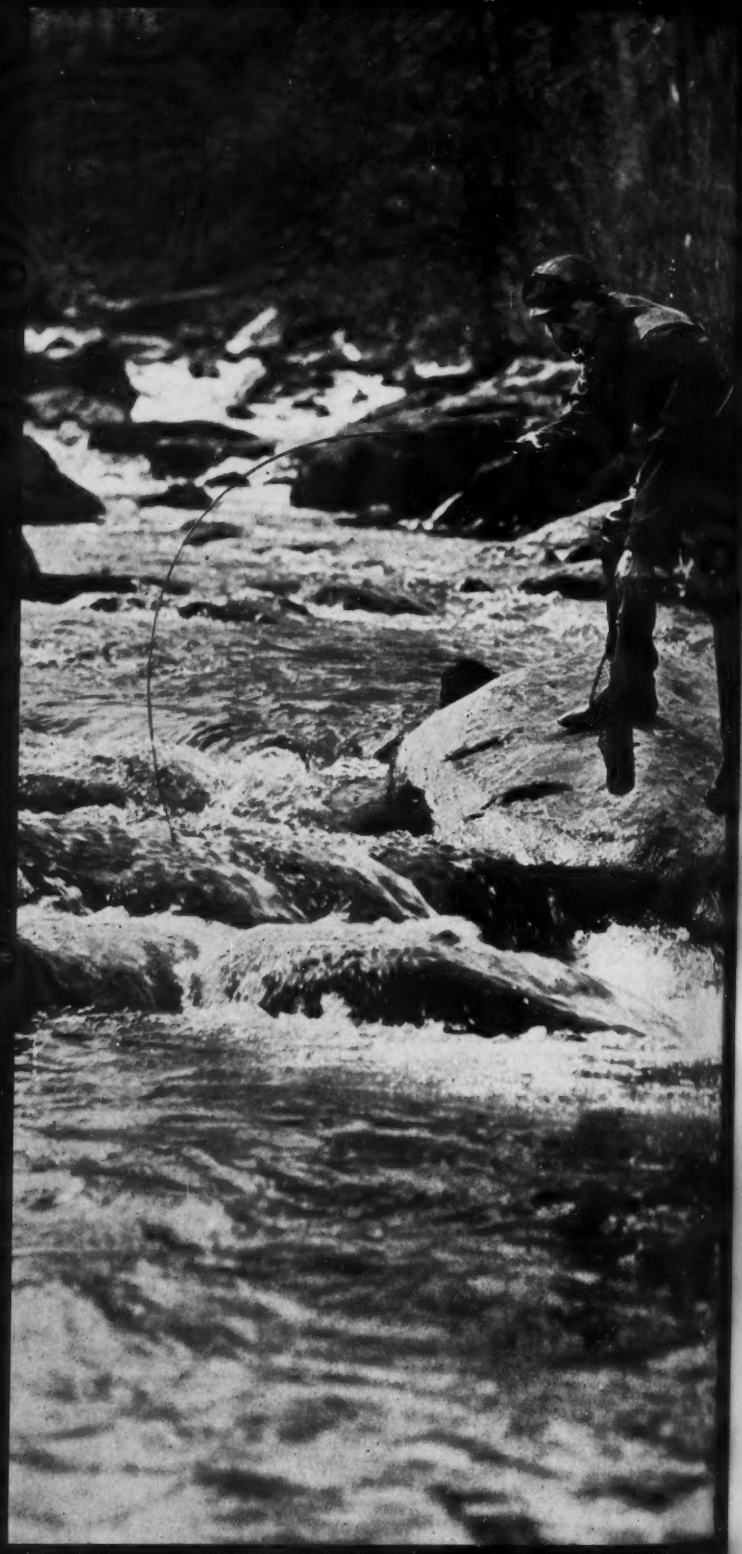
ANY PIGMENT can be manufactured in the form of flakes it is claimed for a process described in a new British patent. It is also said that leafing properties may be conferred on the pigment flakes at will by a suitable modification of their surface. (17)

DURING THE NEXT TWELVE MONTHS, $1,192,000 will be spent in and around fifty-three major military areas for mosquito control. This work will be done by 87 sanitary engineers, all mosquito eradication experts, and with civilian labor. The expenditure for the control of mosquito and other insects in Army camps and Government buildings is expected to reach very considerable expenditures and require large quantities of insecticides. (18)

AT PRESENT sales rates it is indicated from figures of the Association of American Soap & Glycerine Producers that the American soap industry will market in the neighborhood of four billion pounds of soap this year,—an all-time high. (19)

A NEW AND REPORTEDLY powerful insecticidal raw material has been developed from the leaves of the castor bean plant. It is reported to have been tried out on a large scale in Florida, proving so effective that fewer sprayings were found necessary than with other insecticides. (20)

GOOD LUCK



We wish you lots of luck this season and hope your insecticide sales break all records. But if they're not quite up to par remember that odor has a lot to do with sales appeal. The one that's most pleasant to use is the one they'll buy again.

VAN AMERINGEN-HAEBLER, INC.

315 FOURTH AVE. · NEW YORK CITY

The Alert Manufacturer

of fly and insecticidal sprays is right now endeavoring to make commitments for his 1942 requirements of perfume materials. Thereby he may be assured of a steady supply of the perfume of his particular selection, many of the ingredients of which face a very hazy future as far as availability is concerned.

Also to be considered is the saving in cost. To provide for adequate defense needs, many primary materials have been denied the perfume chemical manufacturer. This situation has advanced the price of the dwindling available supply.

We are constantly in contact with primary sources of supply thus enabling our perfumers to modernize their formulae to meet rapidly changing conditions.

Many fine perfumes, within your particular cost limitations, are now available. We solicit your inquiries.

ORBIS

PRODUCTS CORPORATION

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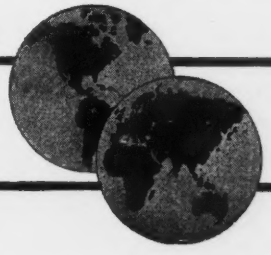
PHILADELPHIA
610 Brown Building

BOSTON
89 Broad Street

MEMPHIS, TENN.
1620 Carr Ave.

Water Soluble Gums
Filter Paper
Aromatics
Rice Starch

Waxes
Stearic Acid
Essential Oils
Zinc Oxide French



Cosmetic Raw Material
Oleo Resins
Perfume Bases
Olive Oil

Fruit Flavors
Food Colors
Quince Seed
Irish Moss

WHAT TO EXPECT WHEN YOU ORDER
PARAPONT*
PURITY...
Highest standards of purity are maintained in the manufacture of Du Pont "Parapont" para-dichlorobenzene. Result is a para-dichlorobenzene that is always white, lustrous, free-flowing.
UNIFORMITY...
No matter how large your order, every drum of "Parapont" will contain the same fine quality para-dichlorobenzene. Users rely on this consistent uniformity. That's why so many of them re-order so often.
ADAPTABILITY...
To meet every commercial need, Du Pont makes "Parapont" in seven different granulations. Your order can be filled on short notice, moreover, because Du Pont always has an adequate supply on hand. Place a trial order with us. We believe you'll want more.
*TRADE MARK
DU PONT
REG. U. S. PAT. OFF.
E. I. DU PONT DE NEMOURS & CO. (INC), ORGANIC CHEMICALS DEPARTMENT, WILMINGTON, DELAWARE

WHEN THE FIRST RAILROAD across the nation was completed, a golden spike was driven in the last tie that joined this great ribbon of steel between the East and the West. The vision, firm purpose, and hard work that finally achieved this great union, marked an epoch in transportation that was symbolized forever in that one golden spike.

THE GOLDEN SPIKE THAT SEALED A GREATER SERVICE...

FROM THE PAINTING, "DRIVING THE LAST SPIKE," BY THOMAS HILL. REPRODUCED BY COURTESY OF M. H. DE YOUNG MEMORIAL MUSEUM, SAN FRANCISCO

The joining of the Niagara Alkali Company and the Electro Bleaching Gas Company is likewise an historic completion of a great service... in the fields of chemical research and manufacture. The "golden spike" that symbolizes this union is the reputation and integrity painstakingly maintained by each of these two companies that now become one... the Niagara Alkali Company... united in enterprise and resources to better serve man and his industries.

Niagara
ALKALI COMPANY
60 EAST 42nd STREET, NEW YORK, N. Y.

CAUSTIC POTASH · CAUSTIC SODA
PARA · CARBONATE OF POTASH
Liquid Chlorine

EBG NIAGARA ALKALI COMPANY

TAR ACIDS

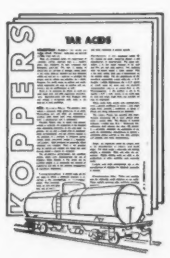
Cresol · Cresylic Acid

TAR ACID OILS

CRESOL—U.S.P. with a very close cut distillation range and light color, for pharmaceutical purposes —Meta-Para Cresol with high meta cresol content —Resin Cresols close cut to wide boiling with guaranteed meta cresol contents.

CRESYLIC ACID—Many distillation ranges appropriate for all established uses—pale color—clean odor—total impurities besides water not exceeding one-half of one per cent.

TAR ACID OILS—Frozen crystal free at O°C.—good emulsion forming properties—low benzophenol content—appropriate for low to high coefficiencies with tar acid contents as required.



Technical data sheets on "Tar Acids" and "Tar Acid Oils" are available on request. Write for your copies.

OTHER KOPPERS PRODUCTS: Shingle Stain Oil . . . Refined Tars . . . Pitch Coke . . . Industrial Coal Tar Pitches . . . Flotation Oils . . . Creosote . . . Removal and Recovery Systems . . . Coal Tar Roofing Materials . . . Waterproofing and Dampproofing Materials . . . Tarmac Road Tar Materials . . . Bituminous-base Paints . . . Coal . . . Coke . . . Fast's Self-aligning Couplings . . . Piston Rings . . . Pressure-treated Lumber.

Send for the Koppers Booklet describing "Chemicals from Coal"

KOPPERS

KOPPERS COMPANY
KOPPERS BUILDING
PITTSBURGH, PA.

DISINFECTANTS
DEODORANTS
INSECTICIDES

•

REFINED NAPHTHALENE

Crushed, Crystals, Powder, Lump, Chips, Flakes. For use in manufacture of deodorizing blocks, moth preventives and other insecticides. Also Naphthalene in Balls, Blocks, Tablets.

COAL TAR DISINFECTANTS
Coefficients 2 to 20, F.D.A. Method

CRESOL AND
CRESYLIC DISINFECTANTS

PINE OIL DISINFECTANTS

PINE OIL DEODORANTS

CRYSTAL AND BLOCK DEODORANTS

LIQUID INSECTICIDES

DEODORIZING BLOCKS

Pressed Naphthalene or Paradichlorobenzene. Various sizes and shapes. Perfumed and plain. Bulk industrial packages, retail packages.

THE WHITE TAR COMPANY
OF NEW JERSEY, INC.
KEARNY, N. J.

SOLVAY

TRADE MARK REG. U. S. PAT. OFF.

PARA-

DICHLOROBENZENE

★ ★ ★ ★ ★ ★ ★ ★

60th ANNIVERSARY 1881 • 1941

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

40 RECTOR STREET **NEW YORK, N. Y.**

BRANCH SALES OFFICES:

Boston	Chicago	Cleveland	New Orleans	Philadelphia	St. Louis
Charlotte	Cincinnati	Detroit	New York	Pittsburgh	Syracuse

TOTAL WAR *on Insects*

If you find the knockdown and total war on insects surpass past experience and research records we say "Don't worry about it".

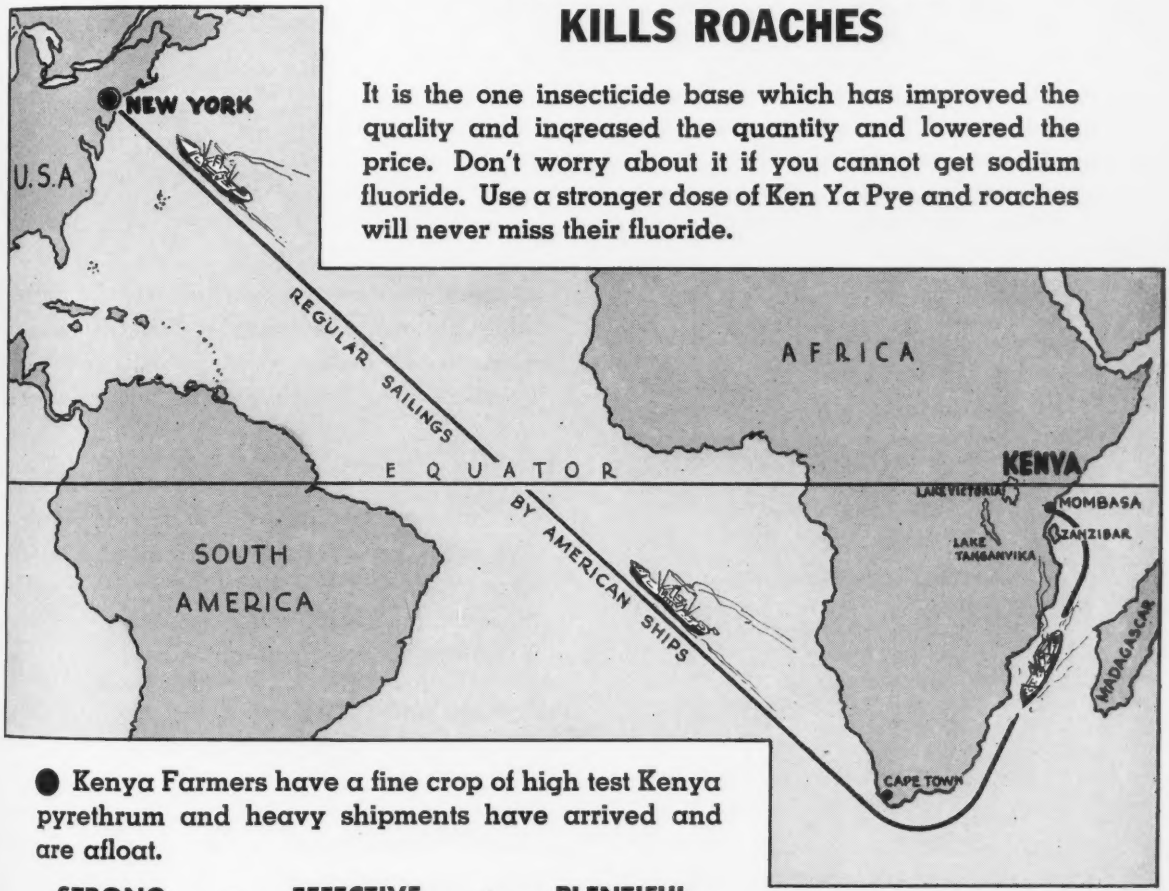
The old records were made with the ordinary pyrethrum received by many of you during the 1930's and if you are now using Kenya Pyrethrum, 1.3% pyrethrins content with its greater strength and activity, keep smiling and prepare for additional business.

KENYAPYE

(MEANING KENYA PYRETHRUM)

KILLS ROACHES

It is the one insecticide base which has improved the quality and increased the quantity and lowered the price. Don't worry about it if you cannot get sodium fluoride. Use a stronger dose of Ken Ya Pye and roaches will never miss their fluoride.



● Kenya Farmers have a fine crop of high test Kenya pyrethrum and heavy shipments have arrived and are afloat.

STRONG • EFFECTIVE • PLENTIFUL
LOWER IN PRICE • AND SAFE

USE KENYAPYE AND FORGET THE SHORTAGE AND HIGH PRICE OF SUBSTITUTES

BAIRDS

When You Order DISINFECTANTS

Specify Baird's *Certified* DISINFECTANTS!!

Certified Killing Power

Every lot of disinfectant is tested for its Germicidal value in our own and commercial laboratories. Each shipment is plainly marked with the phenol coefficient and inert ingredient statement.

Certified Uniformity

Raw materials are constantly checked for uniformity to *insure uniformity* in the finished disinfectant. Color, odor, viscosity, emulsion and strength remain constant—these disinfectants are "tops" in their field.

Certified Stability

To insure stability, these disinfectants are made from the finest raw materials, manufactured into finished products under expert trained supervision and tested time and time again so that you and your customers in turn get the finest germicides.

PINE OIL DISINFECTANTS
COAL TAR DISINFECTANTS
CRESYLIC DISINFECTANTS

○

BAC-TROL

○

CRESYLIC ACIDS **CREOSOTE OILS**
HOUSEHOLD INSECTICIDE

TO THE WHOLESALE TRADE ONLY

Holbrook, Mass.— **BAIRD & McGUIRE, INC.** —St. Louis, Mo.

SANITARY PRODUCTS

A SECTION OF SOAP

Official Publication, Nat'l. Assn. of Insecticide & Disinfectant Manufacturers

A PRACTICAL warning to manufacturers of insecticides and disinfectants who bid on government business,—don't put in a bid unless you have the raw material on hand or know where you can get it. To accept a government award and then start out to look for the raw material is a precarious proposition. And because it is a defense order is no guarantee that you will be able to secure the material you need. Whether it is for the government or not, the raw material supplier may not be able to take care of your needs. He may have too many other government orders on the books ahead of yours. So, act the part of wisdom and find out *in advance* if you can obtain the raw material.

REMEMBER those old used drums which have been kicking around the back end of your storage yard for the past two or three years? Well, you had better get them around front, paint and shine them up. For today, old drums have become the aristocrats of the junk pile. As all kinds of drums and barrels become more scarce, the second-hand variety has very definitely improved its social position.

Because of the scarcity, any old junk which looks like a drum can find a market. And this in itself should be a warning to manufacturers to inspect carefully every second-hand container which they use. To ship a product worth a dollar or two per gallon in a "leaker," only to have the drum *sans* contents reach the customer is indeed poor economy. And the customers have confided in us that they do not like it either.

RECENTLY a nationally-known manufacturer of disinfectants and chemical specialties announced that it had signed a union contract with the C.I.O. There was nothing startling in this, but the same announcement stated that one of the stipulations of the agreement was a blanket wage increase of twenty per cent. Although wage increases may be in keeping with the times and the general scale of rising prices, a wage increase of this proportion is unusual to say the least. Maybe the tax situation which American industry is facing may have something to do with the increase. We have heard more than one manufacturer say that he would rather pay out his money in wages to his employes than in the form of excess profits taxes.

THESE are the days when firms, whose credit rating during recent years has been on the weak side, are finding it more difficult than ever to buy materials. Circumstances today are all against the fellow who has been slow in paying his bills. For this is a sellers' market, a market where it is a case of putting cash on the line or its equivalent in the form of a well-established credit rating.

The RAW MATERIAL OUTLOOK

What prospect does the sanitary supply manufacturer have of getting adequate supplies of raw materials in the face of the immense demands of the defense program and the preferred treatment being given these demands?

AFTER two years of fighting in Europe, the impact of the war has finally reached American industry in the form of a rapidly developing raw material shortage. In the course of the past month or two this has touched off a major buyers' panic which finds buyers in the sanitary products industry, as well as in hundreds of other American industries, scrambling for, in some cases, non-existent stocks of coal-tar by-products, sodium fluoride, caustic potash, solvents, paradichlorbenzene, naphthalene, chlorine, pine oil, shipping containers, etc.

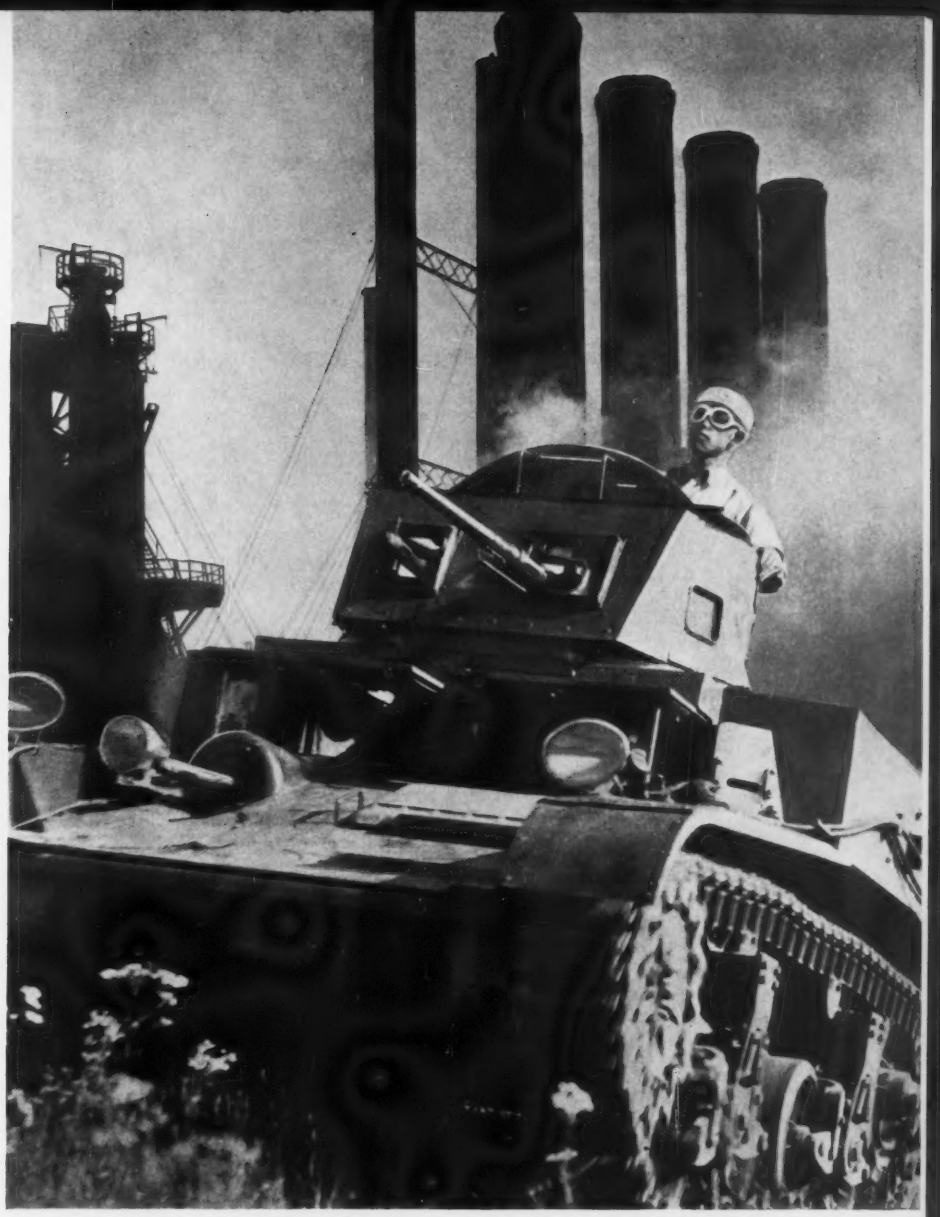
Up until the past month or two, it would seem, the average proprietor of a small business establishment refused to take too seriously the avowed government intention to make the industrial life of the nation over into an "arsenal of democracy." The small American business man had read with interest of the construction of twenty-one new smokeless powder plants, but had apparently not thought too seriously that the raw materials for his own business might have to be sacrificed to put these new plants into operation. He had read that some "non-essential" businesses might have to suspend operations for the duration of the war, but, secure in his own estimate of the importance of his individual business, he had always thought that the government was talking about some one else.

Meanwhile some of his competitors, with more capital or credit and better foresight, had been buying up stocks of essential materials and hoarding them away. Firms that had been carrying three weeks stocks laid in supplies for six months and immediately ordered more for future delivery. The cumulative effect of this forward buying was quick to make itself felt. The minute a buyer learns that one of his raw materials is in short supply, he is more anxious than ever to buy,—and to buy two or three times his normal requirements. The result has been that on many essential items, where previously manufacturers themselves held two or three months stocks, they are now out of stock and are not offering for forward delivery. The only spot stocks on many items seem to be in the hands of dealers and brokers who are asking prices two or more times the contract market level. In some isolated cases the government has stepped in and set price ceilings, but what good does a price ceiling do a buyer who can find no one to sell to him at that figure?

Hard hit, of course, are those firms who in the past have been "trading buyers." Playing one manufacturer against another for a saving of a fraction of a cent, buying here today and there tomorrow, they have no "home port" to turn to in the present storm,—no manufacturer to "take care of them" for the good will involved in the account. Even more serious is the situation of the poor credit risk. Why sell to a firm whose past record for payment has been poor, when there are twenty firms of unquestioned credit standing clamoring for what may be unreplaceable stocks?

In this confused situation, the magic password, the key to essential raw materials, is a priority rating. After the needs of direct defense are taken care of, the residue of stocks is available first to firms whose activities are identified with some secondary aspect of the defense effort. The manufacturer of a liquid soap for army use can get his caustic potash on a priority order. The manufacturer of metal polish for the navy gets the same preference.

But the hope of some in the sanitary products industry that the whole industry might enjoy a preferred status on raw materials seems doomed. The theory had been advanced, and a very logical one it is, that the manufacture of disinfectants to protect the nation against disease, the manufacture of insecticides to protect the nation against the insect menace, could properly be classified as being closely identified with the national defense effort. Unfortunately the OPM has been extremely unsympathetic to such a view. Materials for delivery to government agencies get preferred treatment,—even though in the quantities in which they are being bought many of the sanitary supply purchases for the army and navy seem destined to spend the next few years in storage somewhere. As for raw materials for the non-defense market for sanitary chemicals, the manufacturer is just



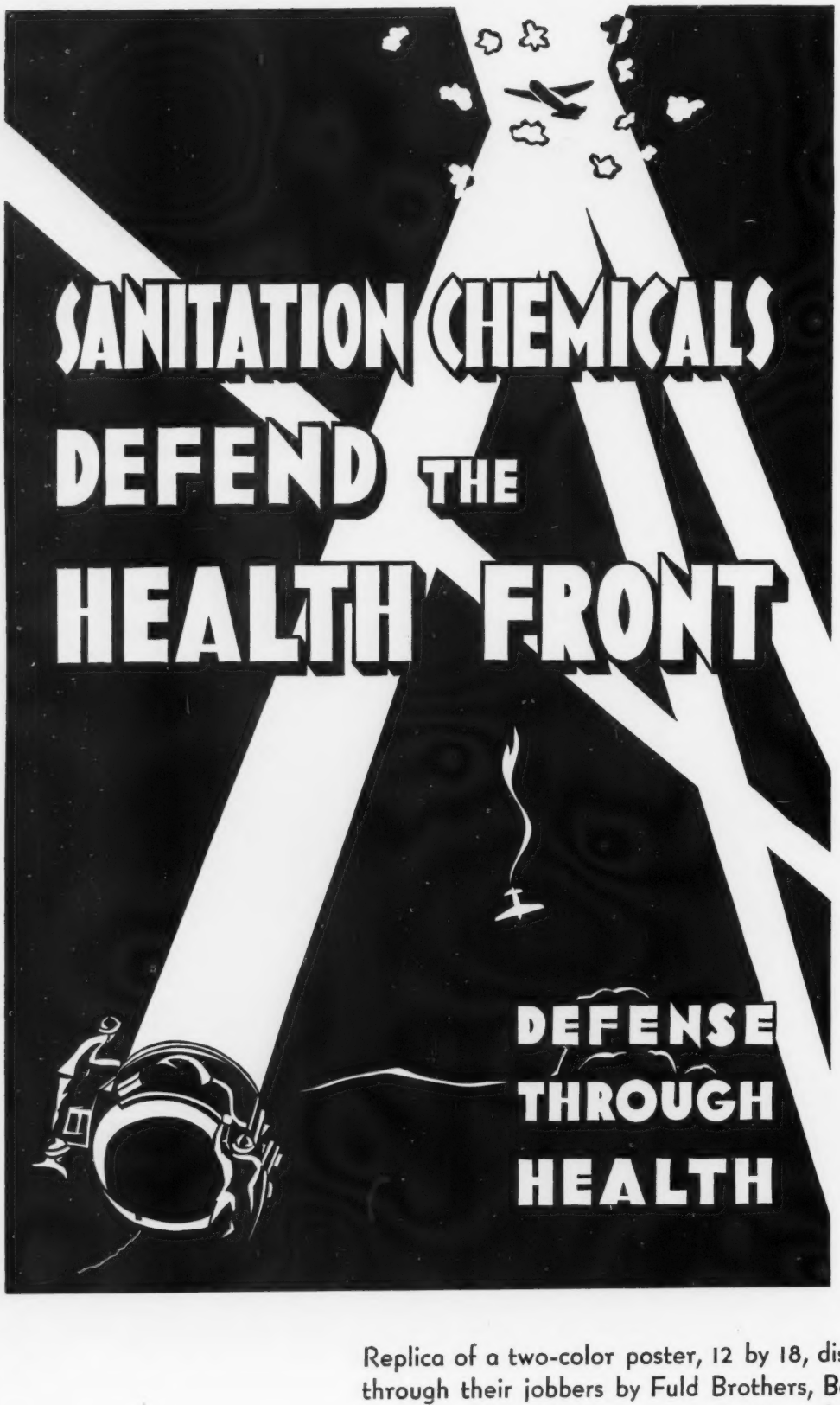
out of luck. He has the choice of waiting in line at his regular source of supply, if he is fortunate enough to have a regular source of supply, or paying a premium for spot material in the growing "black market."

Exceptions might be cited in the case of the manufacturers of agricultural insecticides and B.A.I. disinfectant. As always, the defenders of the farmer have found a sympathetic ear at Washington, and manufacturers of agricultural insecticides seem to have won preferred treatment if there is to be any conflict between them and manufacturers of household insecticides for raw materials. B.A.I. compound, it is reported, will also get special consideration, and in spite of dwindling supplies of cresylic acid and cresols, some way will be sought to provide the raw materials essential to protection of the animal population. Hospital needs for disinfectants are also being given sympathetic treatment by the OPM, but data is asked as to specific amounts of disinfectant being used for actual sterilization of surgical equipment, as distinct from floor mopping, general disinfection, etc. It would seem to be the attitude of the OPM that soap and water is plenty good enough to do any job around the hospital except to sterilize instruments.

The disinfectant manufacturer, then, is going to be able to continue to make and sell a small quantity of disinfectant for hospital use,—whatever material is required by the government, and a limited amount of B. A. I. compound. But what, he asks, is going to happen to the bulk of his regular business. In view of the present attitude at Washington, it would seem to be indicated that it is going to have to go by the boards, as long as the shortage of coal-tar raw materials continues, or until the government is persuaded of the essential character of the broad fight against disease germs.

There is the further possibility that individual firms in the industry might be able to better their own positions by surveying their customers and getting actual data from them as to what part of their goods are going either directly or indirectly into defense work. A well-known manufacturer of sanitary chemicals reports the receipt of dozens of letters during recent weeks from his suppliers,—each asking him for facts regarding his status in the defense picture. He asks whether it is not time for the sanitary products supplier, too, to start bothering his customers, to try to check up on what percentage of them are doing defense work. The accumulation of such data from customers would no doubt eventually be of great value to the industry in proving an essential character, and in providing the background necessary to secure the priority ratings without which the activities of many firms in the industry may eventually be sharply curtailed.

Incidentally some manufacturers still have a mistaken idea as to the application of priority rat-



Replica of a two-color poster, 12 by 18, distributed through their jobbers by Fuld Brothers, Baltimore, tying in sanitation chemicals with the defense program through the importance of health protection.

ings. Because they have one or two minor government contracts, they hope to buy enough raw materials to keep their entire business operating. The priority, of course, covers only enough material for the government order. There is a tendency, too, to bid on government business without any raw materials in hand, and then if the bid is successful, to use the award as a lever on suppliers to force delivery of raw materials. Such maneuverings may have been successful a few months ago, but in the present market raw material suppliers are becoming increasingly deaf to these demands. Bidders are cautioned to read the small type on the bid invitations very closely, and not to bid unless they have "better than a reasonable certainty of being able to deliver the material called for," which would seem to mean an assured source of raw materials.

A bulletin discussing raw material shortages and reviewing the methods of operation under the priority set-up was issued recently by the National Assn. of Insecticide and Disinfectant Manufacturers. Based on information gathered by H. C. Fuller, Washington representative of the NAIDM, in a series of interviews with government officials, it offers much worth while advice on handling difficult raw material situations. Mr. Fuller emphasizes particularly that your problems be taken up wherever possible with the *local OPM office*, as the central office in Washington is still swamped with unanswered priority applications.

Where a company is still having difficulty in obtaining raw materials, after checking with available sources of supply, it is necessary to fill out five copies of an Application for Preference Rating Form and forward the forms to OPM where they will be classified as defense or non-defense orders. The applicant must be the user of the material and a separate application must be filed for each need for a specific material. If the materials are to be supplied by several suppliers, each is an individual case and requires a separate application. If the material is insufficient to complete the order, then a new application has to be filed for the balance of the work, which may or may not receive the same rating.

S.P.A.B. TAKES OVER

A VIGOROUS, driving, all-out for defense policy is forecast in the appointment of a new seven-man Supply Priorities and Allocation Board to shape defense policy and to have the final decisive word on priorities and price control. More strict priority control is looked for, with less future opportunity for including material for non-defense purposes under defense priority deliveries. Inventory checkups seem to be on the list for early attention, with possible reallocation of heavy inventories. An attempt to spread defense business among smaller concerns, without too much concern over higher cost, is also predicted.

Application forms are available at the Federal Reserve Exchange in any city which maintains Federal Reserve branches or through the regional OPM offices.

Reports from Washington indicate that practically every industry is claiming at least an indirect defense status in its OPM applications. Such claims seem, however, to be getting but scant attention. In the "guns vs. butter" conflict, "guns" win all the decisions, and where direct defense work puts in demands for scarce materials, the non-defense user is simply out of luck. Incidentally the OPM definition of defense work is a very tight one. They classify as defense work only contracts let by the Army, Navy, War Department and other specified government agencies such as the Maritime Commission, Coast Guard, etc. Even contracts let by the Lease-Lend Commission are not necessarily classified as defense work without an OPM approval.

Having filed his application, the manufacturer seeking raw materials waits for weeks, perhaps, for his rating. At this writing there are still thousands of applications for priorities pending in Washington in spite of recent blanket instructions that such applications be answered inside 48 hours. The OPM staff simply has too big a job on its understaffed hands. If an A or defense rating is issued, the manufacturer has a good assurance of getting reasonably rapid delivery of even scarce materials. With a B or civilian rating, however, the sanitary chemical manufacturer faces a bleak prospect, as shortages in many of the industry's essential raw materials are acute.

What are these shortages, how serious are they, are they justified by defense requirements, and how long may they be expected to continue? In attempting to secure the answers to these questions, representatives of *Soap and Sanitary Chemicals* have been interviewing a group of several dozen representative suppliers over recent weeks.

PERHAPS the most serious situation confronting the average sanitary supply manufacturer is the almost complete unavailability of raw materials for the manufacture of coal-tar disinfectants. Almost all tar acids except the highest boiling fractions can now be used in the manufacture of synthetic resins, and with the tremendous demands of the defense program for increased resin production, the supply of cresols and cresylic acid is going almost exclusively for defense needs. Recognizing the seriousness of this supply situation, the Director of Priorities issued a General Preference Order on August 27, taking control of the supply and directing the distribution of all phenols. All future transactions will be subject to OPM regulation.

The first step was to assign an A-10 rating to all defense needs for phenol, cresols or cresylic acid. After direct government needs are taken care of, then manufacturers working on defense contracts will get their supplies. The balance, if any, will go to non-defense users on preference ratings to be issued by OPM.

REPLACEMENTS FOR *Verboten* OILS

TODAY numerous essential oils are "VERBOTEN" . . . *forbidden* by war embargoes and by restricted sea traffic. The price-zooming prices of such oils as do make their *infrequent* way into the American market have placed many such essential oils out-of-reach of soap and insecticide manufacturers, already hard-pressed to maintain production costs.

Long before this condition focussed attention on *replacements for unobtainable and price-needled essential oils,* M M & R was marketing many of the substitutes listed here. They are not *Johnny-on-the-spot war babies,* conceived in haste, but scientifically satisfactory replacements, *tested and used* by leading manufacturers with singular success.

Our technical department will be happy to make tests for you or to cooperate with you in your own experiments. Write now for testing samples and price schedule.

FOR THIS ▼	SUBSTITUTE THIS ▼
Oil of Lavender Flowers	Imitation Lavender Oil No. 30
Oil Bergamot (Hand Pressed)	Imitation Bergamot M M & R
Oil Lemongrass Native	Oil Lemongrass Sub. No. 619 M M & R
Oil Sassafrass Artificial	Form-O-Sass / S-O-Frass No. 3
Oil Citronella	Andro M M & R / Jerale M M & R / Citronella Sub. No. 21
Oil of Camphor Water White	Japp-O M M & R
Oil Camphor Sassafrassy	Sass-O M M & R
Oil Neroli	Neroli Artificial
Oil of Anise (for technical use)	Annol M M & R

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These ratings may not be issued for as long as two months or more, pending clarification of the supply situation. It would seem that a logical order of rating for civilian needs might place hospitals first on the list (sterilization of equipment only), uses in dye and chemical manufacture next, followed by the needs of the resin industry. An Agricultural Supply Order will in all probability be issued, easing the way of manufacturers of B.A.I. Compound.

Domestic production of cresols and cresylic acid approximated 30,000,000 lbs. in 1939, with an additional 15,000,000 lbs. imported. Imports are estimated to be off approximately 40 per cent this year, however, on account of the shipping shortage and greater demand abroad. Every effort is reported being made to expand domestic production in the present emergency, but producers say that they cannot accomplish much in this direction on a short term basis. When the blast furnaces are pushed too hard, the tar acid content of the "middle oil" is cut down from the normal figure of 25 per cent to something closer to 15 per cent.

Government needs for phenols, meanwhile, continue to mount. It is reported that the government called recently for 3,000,000 lbs. of cresol and rumors are heard that even larger totals may be asked for shortly. One of the most important defense uses is said to be in the manufacture of plasticizers for polyvinyl chloride which is an essential material in the production of the huge quantities of degaussing cable used to protect shipping from magnetic mines.

What, then, can the average disinfectant manufacturer do? The possibility exists, several suppliers suggest, that small quantities of ortho cresol and xylenols may be obtainable, and the disinfectant manufacturer should concentrate his efforts on them rather than on the unobtainable meta and para cresols. Chloride of lime is a poor crutch to fall back on in the present situation, for chlorine, too, is just as unobtainable as the phenols. Nor is there much prospect of relief for the disinfectant manufacturer in the direction of pine oil, which seems to be almost equally as hard to obtain.

One supplier suggests that rosin soap and neutral oil might be used to make up a black disinfectant,—marking it with a coefficient in the neighborhood of one-half and selling it for general cleaning and scrubbing use. Disinfectant manufacturers might do well to give immediate attention to the low-coefficient products, said this observer, as their supplies of higher coefficient raw materials seem to be definitely non-replaceable. What little cresylic there is on the open market seems to be the imported variety in the hands of dealers, who are reported asking in the neighborhood of $1.50 per gallon for supplies that formerly sold on contract at around 60 cents. There has been talk of a price ceiling in this market, but it would seem to be particularly difficult to apply here because of the import angle.

OPM EXPEDITES PLANT REPAIRS

A PLAN to grant priority assistance for repair work in certain essential industries was recently announced by Priorities Director Nelson. The revised scheme, which takes the place of a previous order, announced but never issued, permits qualified producers or suppliers to apply a preference rating of A-10 to deliveries of required repair parts by endorsing a special statement on purchase orders, certifying that the material being ordered is for repair work under the terms of the order, P-22. The order can also be used to get deliveries for "emergency inventory." Affected by the present order are "chemical plants engaged in producing chemicals by chemical processing of raw materials," as well as "research laboratories."

THE situation on chlorine and chlorine-containing products is almost equally acute. Chlorine has been under full priority control since July 28, and the tremendous demands of the government for chlorine-containing products limits sharply the amount of chlorine which producers can put into such essential materials for the sanitary products manufacturer as paradichlorbenzene and carbon tetrachloride. Huge quantities of chlorine, perhaps a thousand tons or more, go in one way or another, into the construction of every battleship. Additional quantities are consumed in airplane construction. Dopes for plane wings take their share, cooling fluids for motors and tetraethyl lead for manufacture of ethyl gas add to the demand. Sewage plants for new army camps, trichlorethylene for metal degreasing, chlorinated fumigants for weevil control for stored grain, huge quantities of textiles for army use, all add to the new defense consumption of chlorine. A tremendous demand is for the manufacture of polyvinyl chloride for degaussing cables, referred to above. The government has also bought up huge quantities of carbon tetrachloride for fire extinguisher use.

Producers of chlorine and chlorine-derived products have been doing their best in the current emergency to boost production sharply, but there is a limit to the increases that can be made on short notice. One producer has doubled plant capacity in a year. The signing of the U. S.-Canadian treaty has released additional power at Niagara Falls for the use of other producers. Plants are being operated inefficiently, it is reported, to give the maximum chlorine output, but still the growing demand continues to exceed available supply. The price of liquid chlorine, which had been held at a level of $1.75 per hundred pounds since 1938, was advanced by one producer to $2.00 early last month. The advance was not met immediately by all other producers and the market is currently in a somewhat confused state. However, it is claimed that increased costs justify the advance, and that the higher price will shortly become general.

Turning to paradichlorbenzene,—some years back almost a

A vital message for every manufacturer of insecticide

•

***Today urgent defense** needs are absorbing every ounce of available raw material. Glass, however, is one material whose supply is virtually unlimited...now there are more reasons than ever why it will pay you to pack your insecticide in a glass container.*

Not only will glass give you insurance against the demands of defense on packaging materials, but glass will give you merchandising advantages that will put your insecticide ahead of competitive brands, open up new outlets, stimulate sales, lead the way to greater profits.

By packing your insecticide in one of these tough, lightweight Anchor Hocking amber glass containers, topped with a sure-sealing Anchor C. T. cap, you protect and preserve its quality and strength to the last...prevent rust, seepage and leakage, avoid deterioration due to dust infiltration... and please the housewife with a good-looking, easy-opening, easy-closing package that brings her back for more. And with a glass container she can SEE when her supply is running low in plenty of time to stock up again. There's a helpful, highly skilled Anchor Hocking man in your neighborhood ready to tell you how easily you can switch to glass for your insecticide. May we have him call?

How will your insecticide look in a glass package?

It will cost you nothing to find out! Just ship us two of your present packages and we'll return your insecticide packed in a sales-winning glass package. No obligation, of course.

Shapely and sturdy, practical on the production line, easy to label, these Anchor Hocking amber containers make ideal packages for insecticide.

ANCHOR HOCKING GLASS CAPS

ANCHOR HOCKING GLASS CORPORATION
LANCASTER, OHIO

drug on the market, producers report that they barely squeaked through the recent season, cutting their plant inventories down to the bone to meet the surprising demand. With the heaviest buying season well over, they report that some users are still ordering, indicating a move toward stocking up for next season. The most serious threat on para supplies is that the government may ask some producers to divert equipment which has been used for para manufacture to other more essential uses. If this happens, para manufacturers may not get much of a chance to build up a back log in advance of the next season of heaviest consumption. If buyers can be persuaded to discontinue the present hoarding tactics, however, production for the coming year should be sufficient to fill normal needs, it is indicated.

Carbon tetrachloride shares with the other members of the solvent group one of the darker spots in the supply picture. The same background of defense demand for chlorine explains the current acute shortage of carbon tetrachloride, which incidentally has just been advanced a half cent a pound by producers, the first price change in a number of years. Later last month producers announced a proposed advance of 1 cent per pound in the prices for acetone, ethyl acetate, butyl alcohol and butyl acetate. An advance of 10 cents per gallon was also scheduled to go into effect on methanol sales on October 1. In a move to head off the apparent trend toward advancing solvent prices, OPA on September 16 established a price ceiling for twelve types of ethyl alcohol, with maximum prices approximating the levels that have generally prevailed during the third quarter. A top price of 24½ cents a gallon at works was set for "specially denatured 2B" in tank car lots in eastern territory. The price ceiling is to apply on orders for 500 gallons or over. OPA warned also that methanol is due for price control very shortly and that maximum prices may be fixed for other solvents to head off the upward price trend.

Turning back once more to the situation on paradichlorbenzene, it is apparent that if any acute shortage is encountered next season, there will be no prospect of relief for the sanitary products manufacturer in turning to naphthalene. It is being used in increasing quantities in the manufacture of phthalic anhydride, in dyestuffs, and in chlorinated and other naphthalene derivatives. Increasing quantities will be needed for defense needs as fast as the twenty-one new smokeless powder plants go into production. Refiners are already reported to be having trouble getting crude naphthalene, although contract customers for refined are still being taken care of on normal needs. Here, again, it is the spot buyer, without a regular source of supply who is suffering.

Formaldehyde is in the same category as chlorine. Stocks are not to be had, and the market is on a strictly nominal basis in spite of the fact that a government price ceiling has been imposed, as reported in September *Soap and Sanitary Chemicals*. Formaldehyde was placed under full priority control on August 22. All of the available supplies are going into the manufacture of plastic resins.

A scarcity of sodium fluoride has been an acute problem to exterminators and manufacturers of roach powders for some time. Production has never been large, and the current shortage is more attributable to limited capacity of existing plants rather than to any shortage of raw material, as there is reported to be no lack of hydrofluoric acid. Direct defense needs, principally traceable to increased activity in the metal trades, have been responsible for a large share of the increased demand. Sodium fluoride is used as a copper coating agent, a flux in fabricating magnesium metal, production of which has expanded sharply, in the processing of chrome steel and in aluminum soldering compositions. Defense needs, added to panic buying by normal users, have simply been too much for present productive facilities to meet. Prices which were unchanged for many months, finally moved up three-quarters of a cent per pound recently to a level of 8 cents in car lots for the 90 per cent grade. In the spot market, dealers are of course getting whatever the buyer will stand for, quotations as high as 20 cents per pound being reported. Incidentally the Federal Trade Commission has just been asked to start proceedings against a group of chemical brokers and dealers who have taken advantage of the opportunity provided by the present shortage of chemicals to raise prices in some cases as much as three or four hundred per cent.

The situation on fluoride is not as serious as on some other materials where replacements are not available. The roach powder manufacturer has an ample supply of pyrethrum which he can use to replace fifty per cent or more of his normal fluoride content, simply by making the necessary label changes. Borax offers another escape, and, although in short supply for a time, new production is reported to be moving this material away from its previous critical position.

There is no real shortage of caustic potash for domestic use, said one of the leading American producers. But with heavier exports of caustic potash and finished products containing it, with increased demand added to heavy advance buying, manufacturers have been rather hard pressed to meet the situation. Caustic soda, too, the electrolytic variety of which for years has been at times a drug on the market, shows signs of changing its stripes. Even though production seems ample to meet all needs, two large producers are reported to be allocating supplies in a move to discourage buying on a too liberal basis for inventory purposes.

One of the worst situations confronting the sanitary products manufacturer is in the supply of steel drums. With the naval and army construction programs taking such huge quantities of steel, the amounts going to drum plants have been cut sharply, with the reported result that several plants have been on the verge

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of shutting down in recent weeks. Shippers in steel drums are turning to fiber containers wherever possible, —paradichlorbenzene, for instance, is now being supplied in fiber containers.—and the government is taking precautions to eliminate steel drums from the export market wherever possible. One concern is reported to have called all its salesmen in, told them to stop selling, and to have put them out on the road again with instructions to buy every empty container in sight. Shippers are enforcing very seriously penalty charges on non-return of metal drums and Interstate Commerce Commission regulations have been relaxed to allow re-use of one time shippers, formerly forbidden. A paint company is reported to be offering $1.50 each for the return of used paint drums—the used paint drum having been considered in the past about at the bottom of the list in used containers.

TURNING for a moment from the present outlook, the future possibilities are even more serious. As the armament program swings into high gear, available supplies of chemicals are going to be diverted more and more from civilian to defense needs. Advance buying will in all probability be less effective over the coming months in protecting the interests of individual users, as the government is expected shortly to start a broad survey of existing stocks, forcing those with excess supplies to turn them over to the general pool, or at least to stop further purchasing until heavy stocks are used up.

Up until the past few months contract prices quoted by actual manufacturers have been maintained on a comparatively even keel, although some second hands have been taking advantage of the opportunity to gouge the buyer who has had to have stocks. Now that a move toward higher prices has been instituted by producers, the government officials have been pricking up their ears and more talk is heard of additional price ceilings. Export controls are also being tightened, although there is still much to be done in this direction. Domestic users, deprived of their normal supplies, feel that they have a legitimate complaint when they learn that stocks of essential chemicals are still being shipped abroad.

Looking still further ahead, to the days after the war is over, the prospect of surpluses and sharply declining market prices seems inescapable. A war economy, geared to consumption of double and triple the normal amounts of such basic chemicals as chlorine, ammonia, coal-tar products and intermediates, solvents, etc. is not going to be turned back into the normal course without going through a thousand strains of readjustment. When the government demand is pulled out from under the market, it will find production pitched far above normal consumption levels.

On top of this shock, in all probability, will be a tremendous stock of finished sanitary products in government warehouses, which will still probably be finding an outlet in the Army and Navy stores of 1950. In the opinion of many market authorities, the only factor that can be counted on to go part of the way toward plugging the gap when government buying stops, is the coming "Plastic Age." The present war, they believe, has touched off a wave of development in plastics which may do something to cushion the shock when buying on the present stupendous war-time scale comes to an end, as it some day must.

EASE DRUM SUPPLY SITUATION

IN a move to ease the tight situation on steel drums, the OPM has recently granted drum manufacturers a rating of A-5 on their steel needs, with the restriction that this shall apply only for the months of September and October, and for only two-thirds the amount of their previous average monthly purchases based on records for the first half of the current year. It was presumed that the drum manufacturers would thus be able, for this period at least, to supply regular buyers with two-thirds of their normal requirements. It has been reported, however, that some drum manufacturers have continued to find difficulty in getting steel in spite of the A-5 rating. At the termination of the present arrangements, the OPM, which is currently studying the drum problem, will announce a new program for drum users.

Warn of Freight Car Shortage

Soap and chemical manufacturers throughout Illinois, Indiana, Iowa, Wisconsin and Michigan, are being urged to cooperate in a campaign whose object is to eliminate common practices that tend to hamper railroad services for shippers and thereby augment the supply of freight cars available for normal commercial demands. While freight car shortages have not yet developed, traffic experts recognize that the country is facing a constantly increasing transportation load. Surveys compiled by thirteen regional Shippers Advisory Boards indicate that nearly 1,000,000 more freight cars will be required during the third quarter of this year than for the same period of 1940. An attack on the problem has been made by the Midwest Shippers Advisory Board whose object is to "keep the freight cars rolling." Among the recommendations made are the following:

1. Buy early against the peak traffic to come later. Move some of your bulk commodities to storage before winter. Anticipate your needs.

2. If you anticipate a heavy loading schedule, give your railroad as much advance notice as possible, but do not order cars until ready to load.

3. Load and unload cars promptly. Disregard free time and under no circumstances allow freight cars to be used for storage.

4. Buy and sell in maximum car lots. Purchasing and sales departments should cooperate in stock-

(*Turn to Page* 123)

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1. Pyrethrum will continue to be the most important ingredient in household insecticides in spite of available substitutes because it has the great advantage of killing the insects without annoying and irritating the customers.

2. Present indications are that Pyrethrum will be available for 1942 in ample quantity and on a stable and reasonable price basis.

3. A longer range view of the future justifies the prediction that world supplies will continue to be ample and that prices will be free from unreasonable speculative fluctuations.

4. When Pyrethrum concentrate is used in combination with other toxic principles, as is frequently the case, D & O PYRETHRUM EXTRACT No. 20 ODORLESS will give dependable results because of its complete freedom from extraneous chemical impurities and its unusually small proportion of natural fats, waxes, etc.

5. D & O PYRETHRUM EXTRACT No. 20 ODORLESS has proved itself as the finest Pyrethrum concentrate ever produced on a commercial scale, at least equal to the best in knockdown and kill, and definitely superior in stability, clarity, and freedom from odor.

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An apparatus for separating fly pupae from the culture medium in rearing flies for use in the Peet-Grady chamber.

THE official description of the Peet Grady test (see Blue Book, 1941, page 198) gives the following method for separating the pupae from the culture medium:

> "The pupae-medium mixture from each of three jars is combined and then placed in a fan blast until it is of such dryness that the fan blast will effect a clean separation of the pupae and medium when the mixture is sprinkled over an inclined tray placed in the air stream."

For use as a routine method this procedure is not ideal since it involves lengthy periods of waiting during the drying and also the dry culture medium is scattered over the room in which the separation is being made.

In order to avoid these objections an apparatus has been devised in the London laboratories of the Shell Refining & Marketing Company which permits the separation to take place without preliminary drying and also without scattering the medium.

In principle the apparatus consists of a wind tunnel with converging walls terminating in a wire gauze separating screen. The pupae-medium mixture is fed on to this screen from an endless belt operated by hand, whilst a current of air is supplied by an electric fan. As the mixture passes over the gauze the light culture medium is blown away and is collected in an adjoining box, while the pupae roll down the screen and are collected separately. The general plan of the apparatus is shown in the accompanying diagram

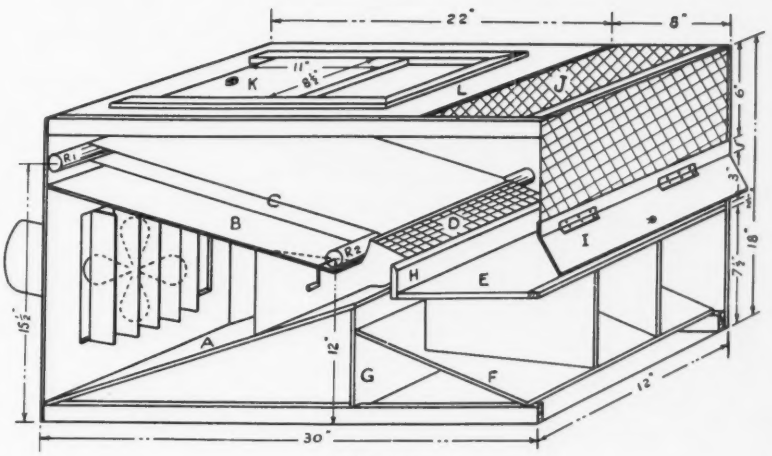

FIG. 1

(Fig. 1), in which the side nearest the observer has been removed in order to show the interior.

Construction

The outer casing is made of 5-ply wood. The construction may be conveniently started by mounting a fan on one end of the casing (a model having 9" blades and a speed of 1350 r.p.m. was actually employed), then on the inner side of the fan aperture five vertical strips of tinplate, about 3" wide, are fixed. These act as baffles to prevent the air swirling. The lower inclined plywood plane A is about 22" long. Over about the last 8 inches of the upper surface of A and projecting 2 inches beyond, a sheet of tin plate is fixed which has been bent so that its upturned sides form vertical walls between A and B (B is the upper inclined plywood plane). These sides are 12" apart at the end nearest the fan (i.e. they touch the plywood sides of the case) but they converge to 8 inches apart at the end furthest from the fan and run thus parallel for two inches. The metal plate which is in contact with plane A bends in a curve upward at the extremity of plane A and is soldered to the rounded ends of the vertical sides.

From the upturned end of the tin plate and across to the parallel sides, a piece of 20-30 mesh wire gauze D, 2½ inches wide, is fixed

* Central Laboratories, Shell Marketing Co., Limited, London, England.

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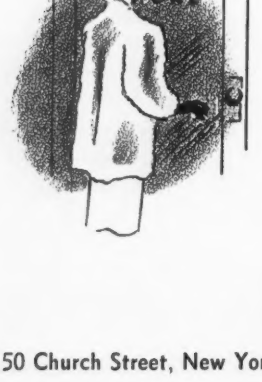

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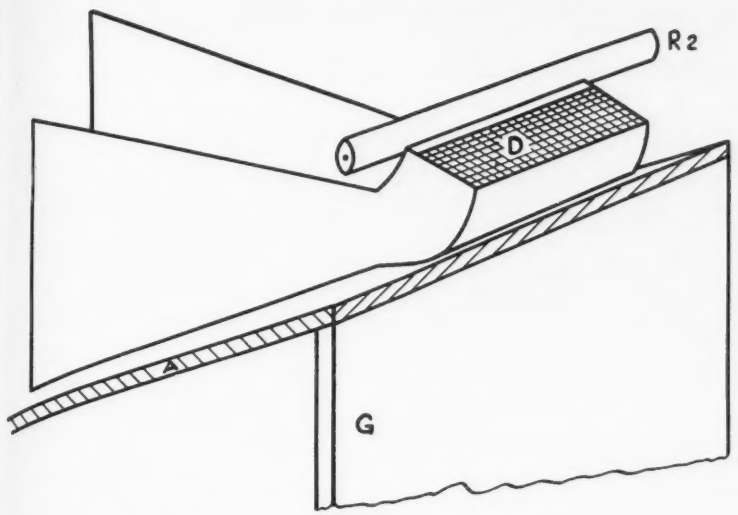

FIG 2

by soldering. This gauze should be situated well above and at an angle of about 45° to the sloping plane A. The free end of the wire gauze is finished off with a narrow strip of tin plate about ⅜″ wide. The whole setup is shown in Fig. 2.

Proceeding with the construction, the roller R_2 is fixed in position so that there is just enough space for a cloth band to pass between it and the free end of the copper gauze. A little more than half of the roller (which is 12″ long and supported by screws fitting loosely in the casing) should be exposed above the wire screen D. If more is exposed the pupae, falling from the endless band C, will bounce off D into the bran box. This roller is fitted with a handle as shown in Fig. 1.

Plywood plane B can then be placed in position. The roller R_1 is fixed so that the endless linen band C, which is 8 inches wide, is quite tight round the two rollers R_1 and R_2. The band should have an opened-out length of about 34-36″. The vertical wall G may now be fitted so as to meet plane A and the sides and floor of the outer case.

The rear wall of the bran box H is fixed so that there is a gap of about ¼ inch between it and the edge of the wire screen D. The positioning of this is one of the most important aspects of the construction since the effectiveness of the separation depends on the size of the gap. This can only be decided experimentally in relation to the particular apparatus and air-fan used. The floor of the bran box E is then placed in position followed by an inclined plane F, which joins G. The pupae roll down plane F after falling through the gap between H and D. The plane F should be so arranged that a receptacle may be placed under its lower edge to catch the pupae.

To complete the construction, the door I is built into the bran box and the muslin screen J fixed in position. The top L, is then fixed in position. This is fitted with a sliding door K. This door is used when placing the bran/pupae mixture on the endless band C.

Operation

In using the machine the mixture of pupae and culture medium from one jar is placed on the endless band through the sliding door K, the door is then closed and the fan set in motion. As soon as the latter has developed maximum revolutions the handle fitted to R_2 is slowly turned so that the pupae-medium mixture falls onto the wire separating-screen D. The pupae will roll down through the gap between D and H and collect in the receptacle placed under F. The bran is blown over into the bran box.

If the bran mixture is very moist it should be carefully crumpled between the fingers before placing on the endless band, and even then a second separation may be necessary. The separation is in any case made rather easier by using only the drier upper layers from the culture jars.

Finally the pupae obtained from 3 culture jars are divided into lots of 500 in the normal manner.

———♦———

By careful selection of a particular grade of cresylic acid, and by closely controlled chlorination followed by purification, a liquid mixture of chlorophenols with a high content of chloro-*meta*-xylenol, is obtained. This mixture has a reasonably mild odor and may be used for the production of disinfectants of all types. Chloro-*meta*-xylenol is comparatively nontoxic and noncorrosive, and sparingly soluble in water, but can be rendered much more soluble by the use of soap. The bactericidal action of chloro-*meta*-xylenol is about 60 times that of phenol. Chloro-*meta*-cresol is not so high in bactericidal power,—about 25 times that of phenol, but it has the advantage of high bacteriostatic and fungistatic power, coupled with a reasonable degree of solubility in water. As its effective preservative concentration is usually 1:500-1:1000, its solubility is sufficient to ensure easy incorporation in aqueous media. *Chem. Trade J. and Chem. Engineer* **109,** 3 (1941).

———♦———

Cakes of vegetable wax such as carnauba wax can be obtained of light color from wax powder. The powder is steeped in a solvent capable of dissolving chlorophyll. The solvent is then removed from the powder and the latter heated to a temperature above the melting point of the wax. The molten mass is filtered to remove leafly material, and the filtrate cooled. J. V. Steinle and E. S. McLoud, to S. C. Johnson & Son, Inc. U. S. Patent No. 2,234,935.

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Acetophenone	Benzyl Acetate
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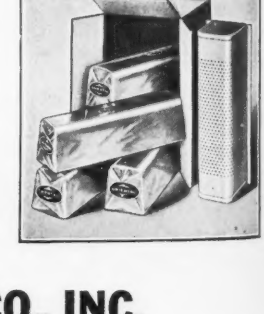

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STOCK SPRAY BASE OILS

A Study of the Correlation Between Repellency and Natural Evaporation of Common Livestock Spray Base Oils

By H. E. Whitmire*

Whitmire Research Corp.

IN work by the Cattle Spray Committee of the N.A.I.D.M. on methods for evaluating livestock sprays, we found it necessary first to make a controlled study of the natural rate of evaporation of the base oils when sprayed on animal hair, as well as a study of their other physical properties. To appraise better the value of oils used as bases, it was essential that we work out a method to enable us to compare *directly* the rates of evaporation of these oils from hair under natural atmospheric conditions both *inside* of buildings and *outside* of buildings in the *direct* sunlight.

I. Procedure:

We employed the following steps in our procedure for studying the natural evaporation rate of livestock spray oil bases:

a) *Material*: Animal hide, tanned with the hair on, was cut to a uniform size of six square inches.

b) *Volume of Oil*: The volume of oil used averaged 150 mg. per six square inches or approximately one drop per square inch of hide. This rate of oil application equals four ounces per average size cow which is double the volume of spray commonly recommended for repelling flies. The average size cow possesses approximately 5,000 to 6,000 square inches of hide that should be protected from flies.

c) *Application of Oil*: Under twelve pounds pressure, the oils were applied to the skins by means of a Peet-Grady atomizer held at a point about six inches above and nine inches away from the skins so that the mist settled naturally upon the hair of the skins as it would do upon hair of cattle. Before and after spraying, each block of hair was carefully weighed on an analytical balance so as to determine the exact amount of oil applied to the skin.

d) *Observations*: Observations were made in the form of successive half-hour weighings. From these weighings we determined the percentage evaporation over each consecutive half hour.

II. Oils Tested:

The oils were coded as follows:

Oil A — .....Livestock Spray Base
Oil B — .....Livestock Spray Base
Oil C — .....Livestock Spray Base
Oil D — .....Kerosene cut

III. Analysis of Oils Tested:

The analysis of the oils tested is as follows:

Sample	*"A"*	*"B"*	*"C"*	*"D"*
Gravity, A.P.I. (D 287-39)	41.0	33.1	41.9	43.4
Sp. Gr. @ 60 °F.	0.8203	0.8597	0.8160	0.8090
Flash, °F., *C.O.C. (D 92-33)	275	270	265	150
Flash, °F., **T.C.C. (D 56-36)	No Flash at 210°F.	No Flash at 210°F.	No Flash at 210°F.	142
Viscosity:				
Centistokes at 100°F. (D 445-39T)	4.02	6.83	4.15	1.55
(S.S.U.) at 100°F. (D 446-39)	39.2	48.2	39.6	...
***Pour Point, °F. (D 97-39)	Plus 25	Minus 10	Plus 25	Minus 20

A.S.T.M. DISTILLATION (D158-38)

Sample	*"A"*	*"B"*	*"C"*	*"D"*
Initial Boiling Point, °F.	518	485	504	358
2 Per Cent	531	505	520	375
4 Per Cent	535	518	526	383
6 Per Cent	537	523	529	386
8 Per Cent	539	527	531	387
10 Per Cent	540	532	534	390
15 Per Cent	542	542	537	395
20 Per Cent	543	551	541	399
25 Per Cent	545	560	544	401
30 Per Cent	546	572	548	405
35 Per Cent	549	580	551	408
40 Per Cent	551	594	553	411
45 Per Cent	552	603	556	413
50 Per Cent	554	615	559	415
55 Per Cent	556	627	562	419
60 Per Cent	558	640	565	421
65 Per Cent	561	650	568	425
70 Per Cent	563	660	572	428
75 Per Cent	566	669	578	432
80 Per Cent	570	677	584	436
85 Per Cent	575	682	591	442
90 Per Cent	580	690	601	449
95 Per Cent	592	715	623	462
End Point, °F.	610	730	650	493
Recovery, Per Cent	98	98	98	98

* Cleveland open cup
** Tag closed up
*** General Observations Regarding the Pour Point Factor of Livestock Base Oil

* Before 1941 Mid-year Meeting, National Association of Insecticide and Disinfectant Manufacturers, Chicago, June 9-10.

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From our investigations, we find very little study has been given the scientific and commercial importance of the Pour Point and its relation to sprays to be used on livestock. Accordingly, we submit the following observations on this factor.

1. During the season of the year when temperatures are near or below freezing, we have experienced trouble with wax floating on the surface of certain livestock base oils. This condition makes it difficult to unload tank cars or drain drums completely and still have a uniform base.

2. The floating wax either in small particles or large lumps increases blending time and reduces the possibility of obtaining a uniform finished product.

IV. Evaporation Data:

Although many tests were conducted, the data incorporated in this paper represent the results obtained on a typical summer day when the skins, like cattle in the field, were sprayed twice a day.

Furthermore, this data is the average of the two oil applications, namely, the morning and the afternoon application for both outdoor and indoor exposures.

The alternate fifteen minute data recorded in the table shown above right, were derived from curves plotted for half-hour evaporation losses.

Each test was terminated at two hours due to the fact that outdoor tests showed one hundred per cent evaporation at the end of two hours.

In conclusion we have summarized this study as follows:

1. We assumed at the outset, on the basis of many observations, that the rate at which cattle sprays lose their killing power and repellency after application is proportionate to the rate of evaporation of the base oil.

2. Our primary purpose in conducting this experiment was to determine the exact length of time certain base oils would remain on an animal both indoors and outdoors when properly applied.

PERCENTAGE EVAPORATION OF LIVESTOCK SPRAY BASE OILS A, B, C and D

Outdoor Evaporation Percentage Losses

Time	*Oil A Per Cent*	*Oil B Per Cent*	*Oil C Per Cent*	*Oil D Per Cent*	*Temp.*	*Hum. Per Cent*
15 min.	14	13	16	30	.....	..
30 min.	27	25	31	61	96°F.	39
45 min.	47	49	56	80	.....	..
1 hr.	68	74	81	100	96°F.	39
15 min.	76	83	88	100	.....	..
30 min.	85	92	95	100	94°F.	38
45 min.	92	96	98	100	.....	..
2 hr.	100	100	100	100	92°F.	37

Wind Velocity:
8 A.M.—12 m.p.h. S.W.
10 A.M.—18 m.p.h. S.W.
2:30 P.M.—18 m.p.h. S.W.

Indoor Evaporation Percentage Losses

Time	*Oil A Per Cent*	*Oil B Per Cent*	*Oil C Per Cent*	*Oil D Per Cent*	*Temp.*	*Hum. Per Cent*
15 min.	5	4	6	21	.....	..
30 min.	9	8	12	41	84°F.	56
45 min.	10	10	13	54	.....	..
1 hr.	11	13	15	66	86°F.	50
15 min.	14	17	19	71	.....	..
30 min.	18	20	22	76	87°F.	45
45 min.	21	24	26	82	.....	..
2 hr.	24	27	30	87	88°F.	43

3. During the course of this study, we recognized the importance of the work on droplet size, as previously reported, with regard to the speed of evaporation of base oils.

4. In view of the foregoing, we believe that repelling efficiency should be carefully studied in relation to the rates of evaporation.

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Disinfectant Emulsions

Tar oils and particularly creosote are used extensively in disinfectants. It is common practice to incorporate soaps to form clear liquids which, on being diluted with water, produce white emulsions of the oil-in-water type. These emulsions very soon turn pink, or even red; emulsions more or less permanently white are much sought in the trade.

A treatment to secure white emulsions is as follows: An oil was air-blown at 90-100° C. for 18 hours in the presence of 0.9 per cent of caustic soda and 0.0265 per cent of cobalt naphthenate. The emulsion formed with the product so treated, by addition of soap and dilution with water, showed no signs of changing its white color at the end of three hours. Quite good results were also obtained with zinc and manganese naphthenate. With 0.125 per cent of nickel oleate in place of the cobalt compound, no pink color appeared after four hours. D. W. Parkes and R. B. Evans. British Patent No. 534,798; through *Chem. Trade J. & Chem. Engineer* **108**, 312 (1941).

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Rotenone Decomposition

Rotenone has been reported to undergo decomposition when solutions in organic solvents are allowed to stand. The rate of decomposition varies with the solvent used, being most rapid in pyridine solution, least in benzene and alcohol. A study of absorption spectra of solutions of rotenone in alcohol showed that oxygen does not decompose rotenone in the dark. In light, however, there is marked decomposition, an effect which does not seem to be due appreciably to the presence of oxygen. Liu-Sheng Ts'ai and T'ing-Sui Ke. *J. Am. Chem. Soc.* **63**, 1717-18 (1941).

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Window Polish

A liquid polishing agent for windshields, etc., which contains abrasive, is made from 2.2 pounds of morpholin, 2.5 of oleic acid, 15 of precipitated chalk, 5 of magnesium carbonate, 10 of kiesel-guhr, and 65.3 of water. Morpholin oleate constitutes a good emulsifying agent. Joseph M. Vallance. *Seifensieder-Ztg.* **68**, 211 (1941).

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New INSECTICIDE REGULATIONS

New Regulations for enforcement of the Insecticide Act of 1910 just issued by U. S. Agricultural Marketing Service

A SET of new regulations for the enforcement of the Insecticide Act of 1910 have just been issued by the Agricultural Marketing Service, U. S. Department of Agriculture, and published in the September 25th issue of the *Federal Register*. They replace regulations which have been in effect since August 28th, 1928. Issued without any previous indication that new regulations were being considered, they were scheduled to go into effect October 1st. The complete text of the new regulations follows:

DEFINITIONS

§ 161.1 *Meaning of words.* Words in the regulations in this part in the singular form shall be deemed to import the plural, and vice versa, as the case may demand.*

*§§ 161.1 to 161.20, inclusive, issued under the authority contained in sec. 3, 36 Stat. 331; 7 U.S.C. 127.

§ 161.2 *Terms defined.* For the purpose of the regulations in this part, unless the context otherwise requires, the following terms shall be construed, respectively, to mean:

(a) "Act" means the Insecticide Act of 1910 (36 Stat. 331; 7 U.S.C. 121-134).

(b) "Person" means an individual, corporation, partnership, or two or more persons having a joint or common interest.

(c) "Chief of Service" means the Chief or Acting Chief of Agricultural Marketing Service, United States Department of Agriculture.

(d) "Package" includes the carton, box, barrel, or other receptacle into which an insecticide or fungicide, paris green, or lead arsenate is placed for use, handling, removal, shipment, or conveyance; a single container of such article or articles or several containers packed together, including both the immediate container of the material and the box, carton, or other container (if any) in which it is enclosed or displayed.

(e) "Unbroken package and original unbroken package" means the original package delivered by the shipper to the carrier at the initial point of interstate shipment, and also the unit package as ordinarily displayed on the shelves of the retail dealer or distributor.

(f) "Label" includes any legend and descriptive matter or design printed, stenciled, stamped, seared, or impressed upon the article or its container or wrapper, and also includes any circular, pamphlet, or other descriptive matter packed with or accompanying the article at any time while such article is in interstate commerce, and such letters, circulars, pamphlets, and other descriptive matter to which reference is made, either on the label attached to the package or on the package itself, or any circular, pamphlet, or other descriptive matter accompanying the package in interstate commerce.

(g) "Insect" means any of the numerous small invertebrate animals generally having the body more or less obviously segmented, for the most part belonging to the class Insecta, comprising six-legged, usually winged forms, as, for example, beetles, bugs, bees, flies, and to other allied classes of arthropods whose members are wingless and usually have more than six legs, as, for example, spiders, mites, ticks, centipedes, and wood lice.

(h) "Fungi" means all nonchlorophyll-bearing plants of a lower order than mosses and liverworts (i. e., nonchlorophyll-bearing thallophytes), as, for example, rusts, smuts, mildews, molds, yeasts, and bacteria.

(i) "Official inspector" means any employee of the Agricultural Marketing Service or other authorized inspector or agent of the Department of Agriculture or of the Treasury Department.*

ADMINISTRATION

§ 161.3 *Authority.* The Chief of Service is charged with the administration of the provisions of the Act and the regulations in this part and is authorized to issue such instructions as he may deem proper and necessary.*

SAMPLES

§ 161.4 *Collection of samples.* Samples shall be collected only by official inspectors.*

§ 161.5 *Investigations.* Official inspectors shall make investigations to locate shipments of products which may be in violation of the law; visit manufacturers and distributors and, with their consent, obtain information concerning insecticides and fungicides marketed by such parties, and records of interstate shipments; consult shipping records, such as those kept by railroad, express, and trucking companies, and visit wholesale and retail establishments and other places to locate interstate shipments of insecticides and fungicides.*

§ 161.6 *Methods of examining samples.* The methods of examining samples shall be those adopted and published by the Association of Official Agricultural Chemists (where applicable), and such other methods as may be necessary to determine whether or not the product and its labeling are in compliance with the law. These methods may include chemical, microscopical, physical, and bacteriological methods, and tests in orchard, field, garden and greenhouse, on animals, in or about premises, in cages, in the laboratory, and in such other places as may be necessary.*

§ 161.7 *Hearings.* If, from the examination or analysis, a sample appears to be adulterated or misbranded within the meaning of the Act, notice in writing, setting forth the charges, shall be sent to the person who made, or offered to make, the shipment, and to any other interested person, giving him an opportunity to offer such explanation as he may desire, for consideration by the Department. Should any such person file, in addition to his reply in writing, a written request for an oral hearing, giving his reasons therefor, due consideration will be given to the question whether any useful purpose would be served by such a hearing.

No hearing will be granted prior to seizure action pursuant to section 10 of the Act.*

VIOLATIONS

§ 161.8 *Report of violations.* Requests for institution of prosecutions under sections 1 and 2 of the Act, and, where practicable, for proceedings under section 10 of the Act, will be made

by the Secretary of Agriculture to the Attorney General. Where immediate action is necessary to secure the seizure of articles under section 10 and delay would result by reporting the facts to the Attorney General, the Secretary of Agriculture will communicate directly with the United States attorneys. In such cases, however, the Secretary of Agriculture will promptly furnish the Attorney General with a copy of the communication to the United States Attorney.*

§ 161.9 *Publication.* Publication shall be made of notices of judgment of the courts in cases arising under both the criminal sections (sections 1 and 2) and the seizure section (section 10) of the Act in the form of circulars, notices, or bulletins as the Chief of Service may direct.*

ABSTRACTION OF VALUABLE CONSTITUENTS

§161.10 *When wholly abstracted.* A valuable constituent will be considered as wholly abstracted from an article whenever the designation of the article imports its presence therein and the constituent has been wholly omitted therefrom, in the preparation of the article, or has been wholly removed from the completed article.*

§ 161.11 *When partly abstracted.* A valuable constituent will be considered as partly abstracted from an article whenever the designation of the article imports its presence therein and the constituent is not present in the usual or customary amount or in the amount indicated on the label.*

LABELING

§ 161.12 *Statements on label.* Statements on labels must conform to the following requirements:

(a) *To be in English language.* All words, statements, and other information required by the Act to appear on the label shall be in the English language.

(b) *Ingredient statement.* The ingredient statement, where required on the labels of insecticides and fungicides, shall: (1) be placed on that part of the label of each individual package or container (and also on the carton or outer container, if there is one) which is presented or displayed under customary conditions of purchase; (2) run parallel with other printed or reading matter on the label; (3) not be materially less conspicuous than any other word, statement, or information on the label; (4) be on a clear, contrasting background and not obscured by designs or vignettes, or crowded with other written, printed, or graphic matter; (5) give the specific names by which the ingredient is commonly known, other than a trade name or collective name, or, if it does not have such a name, its correct chemical name; (6) give equal prominence to the names of the ingredients where more than one is present; (7) give single values for the percentages of the ingredients and shall not use a sliding scale form of statement; and (8) show the term "Inert Ingredient" in type and position equally as conspicuous as the term "Active Ingredient" when both these terms are used.

(c) *Phenol coefficient statement.* If a label of a disinfectant bears a phenol coefficient statement it shall not be in a sliding scale form.

(d) *False and misleading statements.* The use of any false or misleading statement on any part of the label or labeling, given as the statement or opinion of an expert or other person or based on such statement or opinion, shall not be justified, nor may such statement be justified by any descriptive matter explaining the use of the false or misleading statement.

Any statement on the label or labeling, either directly or indirectly implying that the product is recommended or endorsed by any agency of the Federal Government, is considered misleading.*

§ 161.13 *When labels are required.* Whenever, by the terms of the Act, information is required to be on the label of an insecticide or fungicide, a label must be placed on the article or its container in order that the statement can be made. The omission of a label will not excuse the absence of the required statement.*

§ 161.14 *Name and address of manufacturer*—(a) *True name and place.* The name of the manufacturer or producer or the place of manufacture need not be given upon the label, but, if given, it must be the true name and true place. The words "Packed for * * *," "Distributed by * * *," or some equivalent phrase, shall be added to the label in case the name which appears upon the label is not that of the actual manufacturer or producer.

(b) *When more than one place of manufacture.* When a person actually manufactures or produces an insecticide, fungicide, paris green, or lead arsenate in two or more places, the actual place of manufacture or production of each particular package need not be stated on the label except when, under the peculiar circumstances of the particular case, the mention of any such place to the exclusion of the others may mislead the public.

(c) *Geographical name.* The use of a geographical name on the label of an insecticide or fungicide will not be considered misbranding when, by reason of long usage, it has come to represent a generic term and indicates a style, type, or brand, or a specific substance rather than the place of manufacture, but in all such cases the place where any such article is manufactured or produced shall be stated on the principal label.*

GUARANTY

§ 161.15 *Guaranty against adulteration and misbranding.* The following provisions apply to the furnishing and use of the guaranty:

(a) *To dealer.* Any wholesaler, manufacturer, jobber, or other person residing in the United States may furnish to any person to whom he sells any insecticide, paris green, lead arsenate, or fungicide, a guaranty that such article is not adulterated or misbranded within the meaning of the Act.

(b) *Essential wording.* Each guaranty to afford protection shall be signed by, and shall contain the name and address of, the wholesaler, manufacturer, jobber, or other person residing in the United States who sold the article, and it shall be stated in the guaranty that such article or articles are not adulterated or misbranded within the meaning of the Act. The guaranty shall not appear on the labels or packages.

(c) *Holder not to be prosecuted.* No dealer in insecticides, paris greens, lead arsenates, or fungicides will be liable to prosecution if he can establish that the articles were sold under a guaranty given in compliance with the regulations in this part.*

IMPORTS

§ 161.16 *Declaration.* All invoices of insecticides, paris greens, lead arsenates, and fungicides imported into the United States shall be accompanied by a declaration of the shipper, made before a United States consular officer, as follows:

I, ..., the undersigned,
(Name in full)
do hereby declare that I am the .....
(Manufacturer
..... of the merchandise herein men-
or shipper)
tioned, which consists of insecticides, paris greens, lead arsenates, or fungicides. None of this merchandise is fasely labeled in any respect, or dangerous to the health of the people of the United States, or forbidden entry into, or sale in, or restricted in sale in, the country in which it is made or from which it is exported. The merchandise was manufactured in
....., by
(Country)
....., and is exported from
(Name of manufacturer)
..... consigned to .....
(City) (City)
Dated at .....this.....
day of....., 19.....
.....
(Signature)

§ 161.17 *Notice of shipments for importation.* The collector of customs shall notify the Agricultural Marketing Service of the United States Department of Agriculture of all shipments of insecticides and fungicides being imported into the United States and shall detain all such shipments until notified by the Agricultural Marketing Service that the shipment may be released.*

§ 161.18 *Drawing of samples of import shipments.* The collector of customs shall, on request of the Agricultural Marketing Service of the United States Department of Agriculture, draw samples of import shipments of insecticides and fungicides and deliver them together with a copy of the labeling and all accompanying circulars and advertising matter pertaining to the goods to the designated laboratory of the Agricultural Marketing Service.*

§ 161.19 *Bond for release of imports pending examination.* Consignments of insecticides, paris greens, lead arsen-

ates, or fungicides, offered for importation into the United States may be detained pending examination to determine whether they are adulterated or misbranded, or they may be released to the consignee prior to such examination upon the execution on the appropriate form of a customs single-entry or term bond in such amount as is prescribed for such bonds in the customs regulations in force on the date of entry and containing a condition for the redelivery of the merchandise or any part thereof upon demand of the collector of customs at any time. The bond shall be filed with the collector of customs, who, in case of default, shall take appropriate action to effect the collection of liquidated damages as provided for in the bond.*

§ 161.20 *Procedure after examination.* (a) If, upon examination or analysis of a sample from an import consignment of insecticides, paris greens, lead arsenates, or fungicides, (1) it is found not to be adulterated or misbranded, the Agricultural Marketing Service shall notify the collector of customs that the shipment may be released; (2) but if the consignment is found to be adulterated or misbranded the owner or consignee shall be promptly notified by the Agricultural Marketing Service of the nature of the charge in order that he may be given an opportunity to show cause why the shipment should not be destroyed or refused entry.

(b) A reasonable time will be allowed the owner or consignee to submit evidence for consideration in connection with charges of adulteration or misbranding.

(c) If, after consideration of all of the evidence in the case, it still appears that the consignment may not be lawfully admitted to the United States, the Agricultural Marketing Service shall notify the collector of customs that the product is adulterated or misbranded under the Act and the Secretary of the Treasury (1) shall refuse delivery to the consignee and, under such regulations as the Secretary of the Treasury may prescribe, shall cause the destruction of any goods not exported by the consignee within three months from the date of notice of such refusal of entry, or (2) if the shipment has been released to the consignee on bond, action will be taken to enforce the terms of the bond.

Done at Washington, D. C., this 23d day of September 1941.

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Pyrethrum as Larvicide

Extracts prepared by soaking 1 ounce of Kenya pyrethrum in 18 ounces of kerosene were highly effective in controlling larvae of *C. fatigans* when the extracts were sprayed on the surface of infested water. The solid residue left after complete removal of pyrethrins I and II still contained a compound or compounds that had a toxic effect on mosquito larvae. The toxic principle can be removed by prolonged treatment of the residue with hot kerosene. R. N. Chopra, D. N. Roy and S. M. Ghosh. *J. Malaria Inst. India* **3,** 457-63; through *Chem. Abs.*

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Interrelation of Pyrethrins

The content of pyrethrin I and pyrethrin II of a series of capitula of pyrethrum in various stages of development were determined. The ratio of pyrethrin I to pyrethrin II was 2.4 at the first appearance of the capitulum, and became 1.1 in the completely opened corona. This ratio decreased still further after blooming when the capitula was left on the plant. It is therefore possible that pyrethrin II is formed from pyrethrin I. When the ripe and dried capitula were stored in the air there was a considerable decrease in the pyrethrin content with time. After 210 days the decrease amounted to 20 per cent for pyrethrin I and over 40 per cent for pyrethrin II. The ratio of I to II increased with the time of storage. M. Covello. *Riv. ital. essenze profumi piante offic.* **21,** 117-19; thru Chem. Abs.

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Invert Soaps as Bactericides

New compounds having high bactericidal activity, which belong to the class of invert soaps, were the subject of a paper by Frank R. Eldred, Reed & Carnrick Research Laboratories, Jersey City, and Joseph B. Niederl, of New York University, presented before the division of medicinal chemistry at the recent meeting of the American Chemical Society at Atlantic City, N. J. Certain compounds belonging to this class, prepared in the chemical laboratories of N.Y.U. and St. John's University, were said to have the following properties: 540 times as active as carbolic acid when tested against *Staphylococcus aureus,* and 60 times as active when tested against the typhoid bacillus; less toxic than carbolic acid when given orally; and practically non-irritating to the skin even in undiluted form.

The invert soaps differ from ordinary soaps in containing no metallic base and in being chemically reversed in respect to the electrical charges of the groups in the molecule. They have detergent and wetting properties and produce suds when mixed with water like common soaps. The invert soaps were described by the authors of the paper as products which are odorless, readily soluble in water or alcohol, and relatively non-toxic and non-irritant, as compared with the commonly used disinfectants which have "objectionable odors, irritating effects and poisonous properties." Aqueous solutions of the invert soaps studied were said to have the desirable properties of wetting the skin and penetrating the tissues. According to the authors, the most active of the compounds thus far examined for germicidal action is known as n-cetyl-n-ethyl morpholinium bromide. Studies of the killing power of these new compounds on a variety of organisms and of their use as fungicides are now under way, it was said.

Disinfectant Cleanser

Solid calcium hypochlorite is mixed with sufficient alkali metal metaphosphate to render the mixture soluble in aqueous solution containing soap, alkaline detergents, etc., even in hard water. The solid mixture contains 15-35 per cent of sodium chloride, based on the weight of the previous mixture. When the final product is added to the aqueous medium, the tendency to form sticky agglomerates is minimized. James D. MacMahon, to Mathieson Alkali Works. U. S. Patent No. 2,242,315.

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Carrier for Insecticides

A colloidal clay containing silica and alumina is dried, ground and treated with a suitable amount of water, and casein or soybean protein added to furnish a carrier for insecticides or germicides. Sigeru Suzuki. Japanese Patent No. 134,-167; through *Chem. Abs.*

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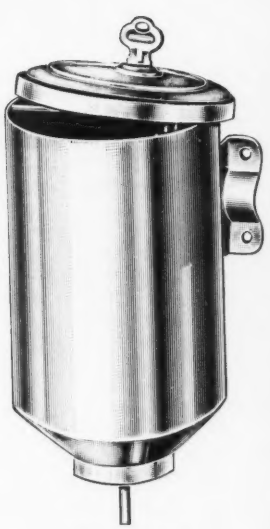

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NEWS...

P. I. I. To Meet Oct. 14

The annual meeting of the Pacific Insecticide Institute will be held at the Hotel Claremont, Berkeley, California, on October 14, it was announced recently by president Esler Johnson, John Powell & Co. The proposed program will feature speakers from various agricultural organizations and universities. At the regular meeting of the board held recently in San Francisco, L. E. McIntire, Union Oil Co. of California, offered his resignation as a director of the institute.

Waxaid Co. Expands

Waxaid Co., Baltimore, polishes and insecticides, which recently moved into larger quarters in the building back of 1101 Brunswick Street, has just taken over an additional 5,000 square feet of floor space at that address.

Texas Insecticide Bill

A bill (No. House 37-X) requiring the annual registration of agricultural insecticides and fungicides was introduced in the Texas legislature at the first special session. As the bill stands, an inspection tax of $12 for registration of each agricultural insecticide or fungicide is stipulated. If made law, it would give the commissioner of agriculture the power to refuse or cancel registration of any insecticide or fungicide which in his opinion had little value or was detrimental to domestic animals or the public health. This bill, it is said, has been reported "favorably" in the House.

Doushkess Heads Penick Div.

W. N. Doushkess has just been appointed by S. B. Penick & Co., New York, as manager of a newly formed department for the production of a limited number of industrial and U.S.P. chemicals. Certain heavy chemicals and organic chemicals are to be produced. Mr. Doushkess, a graduate of Lehigh University, served in the chemical warfare service of

W. N. DOUSHKESS

the U. S. Army in the last war. For the past 16 years he has been associated with J. T. Baker Chemical Co., Phillipsburg, N. J. as director of technical developments. He joined the Penick company last month.

Dr. Ford Joins Upjohn

Dr. Jared H. Ford, formerly of the Kilgore Development Co., Washington, D. C., where he specialized in the development of synthetic insecticide materials and testing of insecticides, has become associated with The Upjohn Company, Kalamazoo, Mich., manufacturers of pharmaceutical products. With Upjohn, Dr. Ford's work will be in the synthesis of vitamin materials.

Floor Finish Folders

Franklin Research Co., Philadelphia, has just published two folders containing reprints of articles dealing with floor waxes and finishes. One folder entitled "Modern Trends in Floor Finishing and Maintenance Methods" contains reprints of articles by Richards Jarden Franklin, president, on "Water Emulsion Waxes, 1931 versus 1941," and the "Trend Toward an Antique Wood Floor Finish." Another folder, "Legal Aspect of Floor Maintenance" contains reprints entitled "Slippery Customers," which is a study of law suits due to falling, and "Securing the Best Results from Self-Polishing Waxes," which presents a few precautions to observe when using a water emulsion wax.

Kwik Products Co. Moves

Kwik Products Co., manufacturer of "Kwik-Dry" cleaner, formerly of 32 West 22nd Street, New York, moved on September 15 to new and larger quarters at 451 West 28th Street. Equipment for cleaning and dyeing carpets has been installed and facilities for manufacture of "Kwik-Dry" have been enlarged. The company has taken a ten-year lease on the building, it is reported.

Organize Volunteer Prods. Co.

Volunteer Products Co., 718 Commerce Street, Nashville, has just been established by F. T. Smothers to deal in sanitary supplies.

Amend Floor Sweep Specs.

The Federal specification for sweeping compound, P-C-591, has been superseded by specification P-C-591a, which will become effective November 1, 1941. The old specification contained two types of sweeping compounds: Type I—sawdust, sand and mineral oil; and Type II—sawdust, sand and water wax emulsion. To these has been added a third type, consisting of cottonseed hull bran and mineral oil, divided into three classes: light, medium and heavy. Specifications for Type III are as follows: Odor shall not be objectionable. If specified, the compound shall conform to the odor of a sample mutually agreed upon between buyer and seller. The sample shall be kept in an air-tight, closed container for comparison with samples from deliveries. The material shall not stain floors. It shall not give off flammable vapors. Volatile matter (at 105° to 110° C.) shall not

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be more than 10 per cent by weight. Refined mineral oil shall not be less than 3.5 per cent nor more than 4.5 per cent. by weight, for class 1; not less than 5.5 per cent nor more than 6.5 per cent for class 2; not less than 7.5 per cent nor more than 8.5 per cent for class 3. The remainder of the compound shall be cottonseed hull bran. The bran shall be of such fineness that not more than 1 per cent shall be retained on a No. 8 sieve. Fatty oils shall not be present.

NOPCO Adds 8 Storage Tanks

National Oil Products Co., Harrison, N. J., has just completed the erection of eight new 50-foot storage tanks, adding nearly 250,000 gallons to the bulk storage capacity at the Harrison plant. The eight new tanks give the plant a total bulk storage of approximately three million gallons, according to Charles P. Gulick, president and chairman of the board.

Gulf Answers FTC Complaint

Refuting charges made against it by the Federal Trade Commission, Gulf Oil Corp., Pittsburgh, recently filed an answer to a complaint which had charged it with misrepresentation in the sale of "Gulf Livestock Spray" and "Gulfspray." The answer denies that the statements and representations made by the Gulf company were false or misleading. The answer states that "Gulf Livestock Spray" *is* effective in protecting livestock from such types of insects as ordinarily annoy or attack cattle; that the spray will *not* taint milk, as charged by the F.T.C., when used in the ordinary manner; that the product is *not* harmful to animals when used in the customary manner, and will *not* burn, blister or irritate the hides of animals, and that the product is *not* poisonous to human beings if used in the manner represented.

Jacks Mfg. Co. Moves

Jacks Manufacturing Co., St. Paul, janitor supply chemicals, formerly located at 473 N. Cleveland Ave., has just moved into a new modern building at 2029 St. Anthony Ave.

Draft McCormick for Defense

Charles P. McCormick, president of McCormick & Co., Baltimore, was recently named head of a group

CHARLES P. McCORMICK

of twelve national business leaders drafted to lead a nation-wide campaign to unify "a spirit of high morale between civilians and the armed forces of the United States." The group of business men, called the "Big Twelve," has been asked to coordinate the program in military camps and naval stations, and to obtain cooperation from civilians who seek to perform jobs for the national defense.

Bard-Parker Receives FTC Order

Bard-Parker Co., and its selling agent, Parker, White & Heyl, Inc., both of Danbury, Conn., were recently ordered by the Federal Trade Commission to stop advertising that "Bard-Parker Formaldehyde Germicide" is an efficient, practical and certain sterilization medium for the preoperative preparation of surgical and dental instruments, and that it is a safe, practical substitute for heat sterilization—"unless it is clearly stated that any instrument to be sterilized must remain continuously immersed in the chemical solution for not less than eighteen hours."

Research Men Join Commercial

Commercial Solvents Corp., Terre Haute, Indiana, recently made a number of additions to its research staff. Research workers added during the past few months include Jack W. Burns, Harold G. Johnson, Robert F. Taylor, and James M. Van Lanen, recent graduates of the University of Wisconsin; Richard J. Hickey, and Merrick W. Shepard, Iowa State College; P. C. Markunas, University of Illinois, formerly with National Distillers Products Corp., and Frank J. Rudert, Cornell University, formerly instructor in bacteriology at Oregon State College.

N.A.I.D.M. Board Meets

A meeting of the Board of Governors of the National Association of Insecticide & Disinfectant Manufacturers was held at the Hotel Roosevelt, New York, on October 2. W. J. Zick of Stanco, Inc., president of the Association, presided. The main topics of discussion were the defense program and its effect on the manufacturer of insecticides, disinfectants, and other chemical sanitation products,—priorities, raw materials, containers, and the general situation in Washington as it affects the industry.

The Board also completed plans for the 27th annual meeting of the Association to be held at the Hotel Roosevelt on December 1 and 2. Robert Joyce of Derris, Inc., chairman of the program committee, outlined the plans of his committee, and Joseph B. Magnus of Magnus, Mabee & Reynard, Inc., chairman of the entertainment committee, reported. The annual meeting will cover two days of business sessions with several leading speakers, including a representative of the OPM, with group luncheons each day, closing with the annual informal dinner and show on Tuesday evening, December 2.

Carpenter Joins Rohm & Haas

Dr. Thomas Carpenter, formerly associated with the entomological laboratory of the Sinclair Refining Co. at East Chicago, Ind., has become associated with the Rohm & Haas Co., Philadelphia, manufacturers of "Lethane." Dr. Carpenter recently published results of his research on the use of oil-base liquid insecticides in the control of insects on plants.

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Agricultural Insecticide Mfrs. get OPM Views

AGRICULTURAL insecticides and fungicides, and the part which they are playing in the national defense program constituted the main topic of discussion at a meeting of the Agricultural Insecticide & Fungicide Association held at Buckwood Inn, Shawnee-on-Delaware, Penna., on Sept. 11 and 12. About fifty members and guests attended the meeting and heard a number of speakers including Philip H. Groggins, Chief, Agricultural Chemicals Section, Office of Agricultural Defense Relations of the Department of Agriculture, Edwin B. George of the OPM, Dr. R. C. Roark of the Bureau of Entomology and Plant Quarantine, Hon. J. Harry Covington, Washington attorney, and Prof. W. P. Flint of the University of Illinois. Warren H. Moyer of Chipman Chemical Co., president of the Association, and Richard B. Scandrett, Association attorney, also spoke.

In outlining the attitude of officials of the Department of Agriculture and the OPM toward insecticides and fungicides needed for American agriculture, Mr. Groggins pointed out that "any interference with an adequate supply of insectitides and fungicides to protect our crops, poultry and stock is unthinkable." He discussed the scarcity of many chemicals and means which the Government is using to see that an adequate supply is available for agricultural insecticide use, and to prevent high prices and speculation. In mentioning pyrethrum and rotenone materials, he stated that where these are destined for agricultural uses, there would be no difficulty in obtaining them, but added that there is a wide difference between pyrethrum for agriculture and that used in household fly sprays, and that there was the possibility of a return of the fly-swatter of former years.

Among those who presented committee reports were W. S. Gavan of American Cyanamid & Chemical for the Legislative Committee, President Warren H. Moyer for the National Defense Committee, Dr. Alfred Weed of John Powell & Co. for the Technical Service Committee, A. W. Swanson of Stauffer Chemical for the Credit Committee, Ernest Hart of Niagara Sprayer & Chemical for the Membership and Publicity Committee, and E. F. Sterk of Du Pont for the Committee on Container Standardization.

A formal dinner was given by the Association for its members and guests at which Judge Covington and Mr. George were the speakers. President Moyer acted as toastmaster. A golf tournament was held in connection with the meeting and a number of prizes were awarded at the close of the sessions. The President's Cup, put up by Mr. Moyer, was won by A. J. Gunderson of the Sherwin-Williams Co., Cleveland. The golf tournament was conducted by Charles Bernuth of Chipman Chemical Co.

Other winners of golf prizes at the A.I.F. meeting included the following, all awarded on a blind bogey basis: W. M. Taylor of Niagara Sprayer & Chemical, A. W. Rinke of Stauffer Chemical, R. B. Scandrett, attorney, Charles Bernuth of Chipman Chemical, H. D. Whittlesey of Sherwin-Williams, G. F. Leonard of Tabacco By-Products & Chemical, B. H. Jones of Sunland Sulphur, H. T. Moore of Allegheny Chemical, John Long of Tabacco By-Products & Chemical, I. W. Bales of Chipman Chemical.

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Regulate Sale of Kerosene

Sale of kerosene, intended for use with a toxic agent in pest control on foliage, was the subject of a proclamation by the California state director of agriculture recently issued as Economic Poisons Regulation No. 17. Provisions of the regulation require labeling of tank or other container from which delivery is made, labeling of sub-packages, and the appointment of authorized distributors by the registered seller. No person, firm or corporation engaged in pest control may be appointed an authorized distributor.

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End Ozone Machine Claims

Two distributors of devices for the purpose of generating ozone for its bactericidal effects recently entered into stipulations with the Federal Trade Commission to discontinue certain representations concerning their products. Vita-Lite, Inc., Portland, Ore., has agreed to stop claiming that its device, "Vita-Lite," has any therapeutic value or is capable of destroying bacteria or germs. Clyde Scherpness, trading as Ozone Air Co., Grand Rapids, Mich., has agreed to stop claiming that his device, "Ozone-Air," has any therapeutic value, eliminates offensive odors, is a competent sterilizing agent, will destroy germs or bacteria; that its use by poultry raisers will eliminate or prevent poultry disease or infection, or constitute a competent disinfectant in poultry houses.

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Rid-Pest Co. Moves

The offices of Rid-Pest Chemical Co., formerly located at 6829 Meade Street, Pittsburgh, have just been moved into new quarters at 6615 Hamilton Ave., same city. Warehouse of the company is at the old address.

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Resigns from California Post

William B. Parker, for the past two and one-half years director of the State Department of Agriculture of California, recently resigned from that position to become manager of a fruit and vegetable concern. Mr. Parker's resignation was unexpected, according to officials in southern California. One of Mr. Parker's assistants is filling the vacancy until a successor is officially named by governor Culbert L. Olson.

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DERRIS EXTRACT • DERRIS RESINATE • ROTENONE CRYSTALS

Pest Control Assn. Meets San Francisco, Oct. 27-29

NINE spokes to a wheel, symbolizing the nine principal subjects about which the program will revolve, constitute the theme of the ninth annual convention of the National Pest Control Association to be held at the St. Francis Hotel, San Francisco, October 27-28-29. Many prominent authorities are scheduled to speak during the three day meeting, the roster including such well-known names as Dr. Guy F. MacLeod, Prof. William B. Herms, Dr. Alvin J. Cox, Prof. J. J. Davis, W. E. McCauley, Esler Johnson, Dr. J. C. Greiger, Dr. Thomas E. Snyder and other representatives of the U. S. Bureau of Entomology and Plant Quarantine, and many others.

Entertainment has been planned for each evening. Something different will be provided by a series of "You Choose It" affairs scheduled for Oct. 28, while the annual banquet will be held Wednesday night, Oct. 29. After the convention, members will travel southward to Los Angeles and Hollywood where they will be provided with radio broadcasting program tickets and taken on automobile tours through movieland as guests of the PCO's of southern California. The complete program of the convention follows:

SUNDAY, OCTOBER 26.

2:00 P.M.—Informal sightseeing trips.
6:00—"Dutch Treat" dinner.
7:45—Board of directors meeting.
9:30—Open House sponsored by Order of Standbys.

MONDAY, OCTOBER 27.

9:00 A.M.—*Registration.*
9:30—*Convention called to order.* F. E. Bohman, general chairman.
Invocation. Rev. Cecil G. Osborne.
Address of Welcome. Hon. Angelo J. Rossi, mayor of San Francisco.
Response. C. Norman Dold.
President's Annual Address. L. R. Alderman.
Secretary's Annual Report. William O. Buettner.
Treasurer's Annual Report. Albert M. Akers.
Memorial Service. H. K. Steckel.
Introduction of Distinguished Guests and Visitors. William O. Buettner.
Address. Dr. P. N. Annand, chief, or Avery S. Hoyt, associate chief. "Bureau of Entomology & Plant Quarantine Cooperates with the PCO."
Committee Reports. Chairman of committees.
Address. Prof. J. J. Davis. "Keeping Up with the Changing Pest Control Association."

12:30 P.M.—*Luncheon.* Ernest G. Mills, chairman. Prof. William B. Herms, speaker.

2:00—*Convention Reconvenes.*
Spoke No. 1.—"Common Household Insect and Pests"—Prof. J. J. Davis, chairman, Al Forde, Robert E. Hackley, E. E. Horn, Arnold Mallis, Harold Haecker. "New Developments in Rat Control" Ernest M. Mills.
Spoke No. 2.—"Legislation"—William O. Buettner, chairman, Max J. Levy, Wayne K. Davis. "The Workings of California Law Regarding Insecticides and Other Economic Poisons," Dr. Alvin Cox. "Wage and Hour Law," H. K. Steckel. "California Structural Pest Control Law," William Hogan.
7:30—*Booth Exhibitors* introduced by William O. Buettner.
10:30—*A Famous Reunion.* The P. C. O. Order of Standbys.

TUESDAY, OCTOBER 28

9:00 A.M.—*Session opens.*
Spoke No. 3.—"Termites, Woodboring Insects and Fungi"—F. K. Harder, chairman, W. J. Burgin, J. R. Franklin, Ernest R. Barber, Ernest Forde, J. E. McNatt, Henry Tanner. "Termite Control Brought Up to Date," Dr. Thomas E. Snyder. "Testing Chemical on Actual Jobs," W. E. McCauley. Motion Pictures, Harold L. Davies.
Spoke No. 4.—"National Defense in Relation to Pest Control"—George A. Rader, chairman. Address—speaker to be announced.

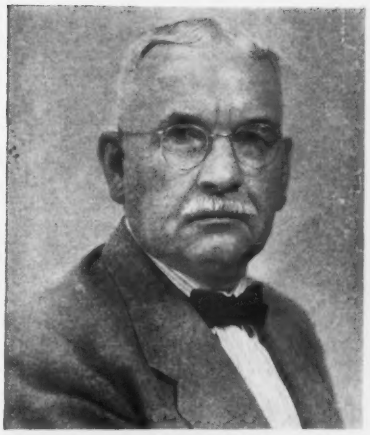
12:15 P.M.—*Luncheon.* J. Harvey Sturgeon, chairman. W. E. McCauley, speaker.

2:00—*Convention Reconvenes.*
Spoke No. 5.—"Public Relations"—Ernest G. Mills, chairman, Lee Williams, Morton Prescott, Louis Gatto, Lee Christensen. "Public Health and Pests," Dr. J. C. Geiger. "We Sell Pest Control Service"—Sales demonstration by California PCO's—"Termites," "Restaurant" and "Apartment," George A. Rader, O. W. Dickens, Wayne Davis, Elmer A. Roberts, Charles J. Menard, Al Forde.
Spoke No. 6.—"Research"—P. Calvert Cissel, chairman, William O. Buettner, Peter Ting, Wallace Tanner, D. B. Mackie. Address—Dr. G. F. MacLeod.

Tuesday evening—"You Choose It."

WEDNESDAY, OCTOBER 29.

9:00 A.M.—*Convention reconvenes.*
Spoke No. 7.—"Business Practices of Our Profession"—Jess M. Miller, chairman. "Office Forms, Contracts, Letterheads, etc." Louis Kotler. "Cost Analysis and Overhead Expenses," R. C. Yeager. "The Inter-Workings of a Pest Control Business," G. Ray Lovejoy. "Relationship of a Pest Control Business to the Public," Elmer A. Roberts. "Advertising of a Pest Control Business"—speaker to be announced.



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NPCA President

WILLIAM BUETTNER,
NPCA Secretary

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FOR ALL TYPES OF MODERN RESILIENT FLOORS

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STAIN or
SCRATCH

Here is a new Sweeping Compound that has long been needed for sweeping resilient type floors, opens up new sales, and returns lost customers who discontinued use of Sweeping Compound when they installed resilient type floors. Now you can sell the right kind of Sweeping Compound for any type of floor.

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- **Waxed Wood Floors**

We also manufacture a full line of all grades of Sweeping Compound for the Jobbing Trade. — 7 Grades —

Send coupon for details, samples and dealer's prices

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2246 W. 58th St.
Chicago, Ill.

Gentlemen:

Please send me literature, samples and dealer's prices on your new "NO-SPOT" Sweeping Compound.

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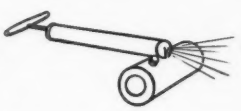
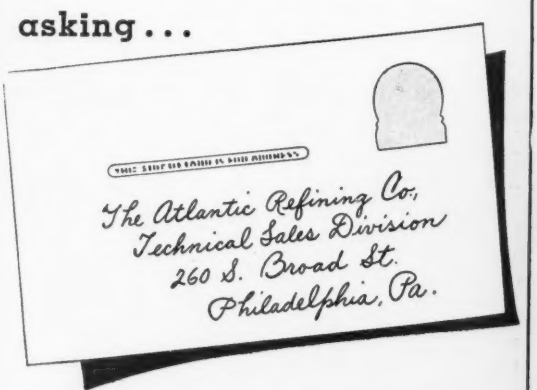
Address .....

City..... State.....

Householders who want their homes clean as a whistle and fresh as a daisy are quickly learning to use only insecticides  with an odorless base.

That is why Atlantic Ultrasene is proving so profitable to so many insecticide manufacturers. Free sample is yours for the asking . . .



ATLANTIC ULTRASENE

A BETTER BASE FOR BETTER INSECTICIDES

Open Business Session—a) Unfinished business. b) Amendments to Constitution and By-Lws. c) New Business. d) Report of Nominating Committee. e) Election of Officers and directors—Oct., 1941 to Oct., 1942.

2:00 P.M.—*Convention reconvenes.*

Spoke No. 8.—"Products and Supplies"—Martin T. Meyer, chairman, E. F. Sennewald. "United Attitude Needed," Esler Johnson. "Safti-Fume," Charles W. Houghton. "Disinfectants"—speaker to be announced. Special comments invited.

Spoke No. 9.—"Fumigants and Unusual Insects and Problems"—F. E. Bohman, chairman, J. J. Davis, Mrs. Wilbur F. Smith, Robert Loibl Sr., S. S. Heaton. "Insulation," Harold R. Hay.

7:15—*Annual Banquet.* Toastmaster—to be announced.

OCTOBER 31 TO NOVEMBER 2

Registration at post-convention headquarters, the Roosevelt Hotel, Hollywood, Cal., for southern California sightseeing tours, etc.

Poison Carrier

A carrier for a stomach poison for rats consists of methyl cellulose. P. Herzig and H. Kukenthal, to Winthrop Chem. Co., Inc. Canadian Patent No. 399,078.

Antimite Representatives Meet

More than twenty representatives of Antimite Co., St. Louis, recently attended a three-day conference at the Bancroft Hotel, Springfield, Ohio. The meeting was conducted by Arthur Ochs, St. Louis representative, and H. R. Isherwood, Indiana representative. One of the highlights of the meeting was a demonstration of the treatment of a small residence under the Antimite system of termite control.

H. C. Brumbaugh, west coast manager for Fuld Bros., Baltimore, has just opened a new branch office at 2444 8th Street, Los Angeles.

Changes At Watkins Plants

J. R. Watkins Co., Winona, Minn., has announced a summary of changes in its executive plant personnel since the first of the year. There have been a number of changes in the manufacturing department this year as a result of retirements and deaths. W. W. Watkins, for 40 years in the Winona plant, retired early this year. Frank Oliver, for almost 35 years superintendent at the Winnipeg and later Montreal plant, retired August 1. A. A. Maxwell, superintendent at the Memphis plant, was pensioned September 1. Leland Thatcher, superintendent of maintenance for over 25 years, died suddenly September 19, and Philip Gove, for 26 years superintendent of the Newark, N. J. plant, died after a six months' illness on September 25.

L. A. Brick succeeds Mr. Oliver at Montreal and R. W. Kinzie is in charge of the Winnipeg operations. The Memphis plant is now under Guy M. McCord, and Anton Steinke succeeds Mr. Thatcher at Winona. Dr. E. G. Thomssen is now senior in length of service in the manufacturing department with nineteen years.

Antimite Representatives Meet.

NPCA Issues Booklet

"Pests and People" is the title of a booklet in the interest of better public relations just published by the National Pest Control Association. It presents facts for the general public about pests and pest control operators. Distribution of the booklet will be initiated at the convention of the American Public Health Association which will be held at Atlantic City, early in October. Member firms of the association desiring a supply of the booklets for distribution are requested by the association to anticipate their total requirements.

Warn of Freight Car Shortage

(*from Page* 101)

ing and shipping materials in such units as will permit full utilization of cars.

5. Unload cars completely. Remove all blocking and debris from cars before they are turned back to the railroad, making them available for immediate re-loading.

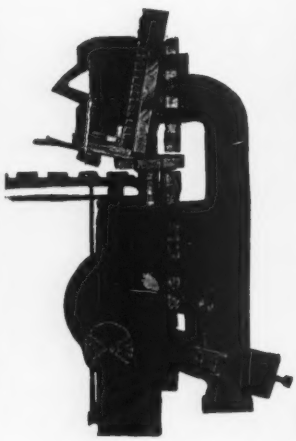
6. Do not damage or contaminate cars.

7. Try to adjust your forces so that freight cars may be loaded and unloaded six days a week.

8. Load cars towards owner—observe car service rules. Make the car earn its way home loaded.

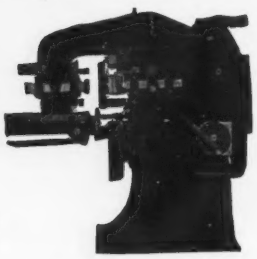
9. Conserve special type cars. Certain types of cars are urgently needed for shipment of national defense materials, such as 50-foot end-door cars for movement of army trucks. Confine your order to standard equipment wherever possible.

Special Offerings of **SOAP MACHINERY** *Completely Rebuilt!*

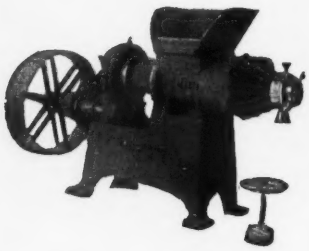


Small size fully automatic Jones toilet soap press. Capacity 150 to 200 small cakes per minute. A real buy at an attractively low price. Has been completely rebuilt in our own shops.

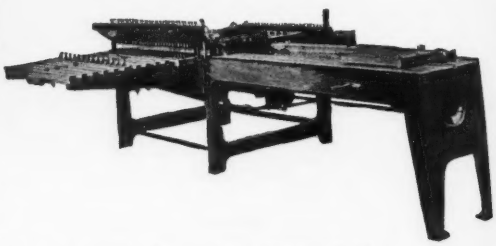
H-A SOAP MILL
This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.



4 JONES AUTOMATIC combination laundry and toilet soap presses. All complete and in perfect condition.



Single screw soap plodders with 6, 8, 10 or 12 inch screws. All completely rebuilt and unconditionally guaranteed.



2 Automatic Power Soap Cutting Tables.

INVESTIGATE THESE SPECIAL BARGAINS

•

Johnson Automatic Soap Chip Filling, Weighing and Sealing Machines for 2 lb. and 5 lb. Packages guaranteed in perfect condition.

•

ADDITIONAL REBUILT SOAP MACHINERY

All used equipment rebuilt in our own shops and guaranteed first class condition.

- H-A, 1500, 3000, 4000, 5000 lbs. capacity. Steam Jacketed Crutchers.
- Dopp Steam Jacketed Crutchers, 1000, 1200, 1500 lbs. and 800 gals. capacity.
- Ralston Automatic Soap Presses.
- Scouring Soap Presses.
- Empire State, Dopp & Crosby Foot Presses.
- 2, 3, 4, 5 and 6 roll Granite Toilet Soap Mills.
- H-A 4 and 5 roll Steel Mills.
- H-A Automatic and Hand-Power slabbers.
- Proctor & Schwartz Bar Soap Dryers.
- Blanchard No. 10-A and No. 14 Soap Powder Mills.
- J. H. Day Jaw Soap Crusher.
- H-A 6, 8 and 10 inch Single Screw Plodders.
- Allbright-Nell 10 inch Plodders.
- Filling and Weighing Machine for Flakes, Powders, etc.
- Steel Soap frames, all sizes.
- Steam Jacketed Soap Remelters.
- Automatic Soap Wrapping Machines.
- Glycerin Evaporators, Pumps.
- Sperry Cast Iron Square Filter Presses, 10, 12, 18, 24, 30 and 36 inch.
- Perrin 18 inch Filter Press with Jacketed Plates.
- Gedge-Gray Mixers, 25 to 6000 lbs. capacity, with and without Sifter Tops.
- Day Grinding and Sifting Machinery.
- Schultz-O'Neill Mills.
- Day Pony Mixers.
- Gardiner Sifter and Mixer.
- Proctor & Schwartz large roll Soap Chip Dryers complete.
- Doll Steam Jacketed Soap Crutchers, 1000, 1200 and 1350 lbs. capacity.
- Day Talcum Powder Mixers.
- All types and sizes—Tanks and Kettles.
- Ralston and H-A Automatic Cutting Tables.
- Soap Dies for Foot and Automatic Presses.
- Broughton Soap Powder Mixers.
- Williams Crutcher and Pulverizer.
- National Filling and Weighing Machines.

Send us a list of your surplus equipment—we buy separate units or complete plants.

NEWMAN TALLOW & SOAP MACHINERY COMPANY

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Our Forty Years Soap Experience Can Help Solve Your Problems

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Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, $2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, $1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 254 West 31st St., New York.

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Soapmaker and Superintendent—Familiar with the manufacture of all kinds of soap. Desires change of position. Address Box No. 219, care *Soap & Sanitary Chemicals.*

Analytical Chemist and Soapmaker, 42, specialist in laundry and textile soaps, potash soaps (paste and liquid), dry cleaning soaps, spot removers, sulfonated compounds, water softeners, disinfectants and with many years of experience, wishes new connection. Address Box No. 221, care *Soap & Sanitary Chemicals.*

Ambitious young married man is looking for responsible permanent connection. Has wide experience in all aspects of soap manufacturing, especially office and laboratory work. Can prove success. Address Box No. 212, care *Soap & Sanitary Chemicals.*

Successful manufacturing chemist and businessman, extensive experience in polishes, waxes, cosmetics, etc., offers services and capital to sound going concern. Metropolitan area preferred. Address Box No. 220, care *Soap & Sanitary Chemicals.*

Soapmaker and Chemist—practical experience in all kinds of soaps. Would like to connect with progressive concern where up-to-date manufacturing methods would be beneficial. Address Box No. 223, care *Soap & Sanitary Chemicals.*

Positions Open

Soapmaker wanted by small factory in California producing soap powder, granulated and bar soaps. Please give experience and background. Address Box No. 201, care *Soap & Sanitary Chemicals.*

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and

DERRIS RESINS

Manufacturers of finished insecticides have come, over a period of years, to look to DERRIS, INC. as headquarters for rotenone and derris products of all types. We are specialists in this field and are prepared to supply specifically compounded products made up according to each customer's varying needs.

Timbo Powder — Derris Powder
of Finest Grind

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Liquidating . . .

MACHINERY PURCHASED FROM 3 SOAP PLANTS

ON PACIFIC COAST

4—Ralston Automatic Soap Presses
5—Pkge. Machy. Co. Soap Wrapping Machines, Type N1.
2—Crosby Foot Presses.
1—Dunning Soap Amalgamator, 1500#.
1—14″ x 8″ belt driven Vacuum Pump.

AT BUFFALO, N. Y.

1—4-section Soap Chip Dryer with 5-roll Chiller.

AT OUR NEWARK SHOPS

1—6-knife Soap Chipper, 15″.
2—Hersey 1200# Horizontal Unjacketed Crutchers.
1—Houchin-Aiken 1200# Perfection Vertical Soap Crutcher.
1—Houchin 2-way Soap Cutting Table; 1-One-Way.
16—600# Soap Frames; 7-1200#.
1—#10A Blanchard Mill.
1—Parablock Foot Press, with sliding die and hopper.
1—Jones Vertical Automatic Soap Press.
1—Sargent 60″ x 72″ Soap Chill Roll.

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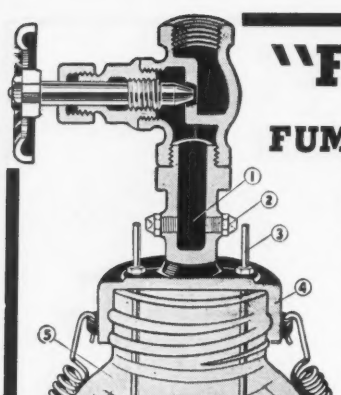
15-21 PARK ROW NEW YORK, N. Y.
BArclay 7-0600 Cable Address: Equipment
We buy your idle Machinery—Send us a list.



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(1) Operated by factory steam or air pressure—also by portable compressors or CO-2 gas. (2) Four pressure nozzles which account for Fumeral's well-known efficiency and economy. (3) Removable liquid tubes, easy to clean and to adjust. (4) Solid bronze casting of simple construction—safety screw thread—needle valve. (5) No pressure applied to the one quart or half gallon standard jar. Pat. 1934-1938.

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HIGH BOILING TAR ACIDS
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OUR CHOICEST ROOMS From $3
1400 ROOMS each with Bath, Servidor, and Radio.
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A Michigan Concern has opening for soapmaker with about five (5) years' practical experience in making Coconut Oil, Vegetable Oil Soaps, and Industrial Greases. State fully your experience and salary desired. Address Box No. 213, care *Soap & Sanitary Chemicals.*

Miscellaneous

Wanted — Second-hand electric mixing machine for dry powders, 100 to 300 lbs. capacity. Address Box No. 216, care *Soap & Sanitary Chemicals.*

Rebuilt Guaranteed Machinery—Two Roll Soap Chilling Unit, motor driven; Proctor Soap Dryer, Crutchers, Plodders, Soap Presses, automatic and foot operated; 12x30 and 16x40 Three Roll Water Cooled Steel Mills; 2, 3 and 4 Roll Stone Mills; Johnson Carton Sealers, Powder Fillers and Mixers; Chippers; Vertical and Horizontal Mixers; Grinders; Boiling Kettles; Cutting Tables; Soap Frames; Filters and Filter Presses, etc. Send for Soap Bulletin No. 402. Stein Equipment Corp., 426 Broome St., New York City.

Will Purchase Immediately—Pneumatic Packaging Machine, used for chips, powder, cleanser; also dry mixers, chip dryers, crutchers, and automatic soap press. Address Box No. 218, care *Soap & Sanitary Chemicals.*

Floor Brushes—We manufacture a very complete line. Catalogue sent upon request. Flour City Brush Company, Minneapolis, Minn., or Pacific Coast Brush Co., Los Angeles, Calif.

Soap Manufacturer, Eastern Pennsylvania, solicits private brands. Facilities also available for making chemical specialties using owner's formulas. State your requirements or arrange interview. Invite inquiries from established distributors. Address Box No. 217, care *Soap & Sanitary Chemicals.*

Attention Soap Companies!—Sensational shaving soap formula (pat.) not brushless, but regular lathering type; no rubbing necessary; soap softens beard upon application with brush. Address replies to A. J. Simone, Croton-on-Hudson, N. Y.

For Sale: 4' x 10' chilling roll, motor driven; Garrigue single effect evaporator; P. & S. soap chip dryers; 3,000 lb. H. A. crutcher; 5,000 lb. horizontal jacketed crutcher; 3 slabbers, 600 to 1,200 lbs; 2 1,200 lb. cutting tables; 2 foot presses; 1 Package Machinery Co. Type N-4 wrapping machine; jacketed tanks, pumps, etc. We buy your surplus equipment. Brill Equipment Corp., 183 Varick St., New York City.

TAR ACID OIL

for use in

DISINFECTANTS

Makes White Emulsions.
Unusually High in Tar Acids

MANUFACTURED FROM
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Quality Colors
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TOILET SOAPS
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TOILET PREPARATIONS

Long experience enables us to produce colors for all types of soaps.

If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty—send for samples of F. & S. greens and ambers.

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"Good" Disinfectants

Pine Oil Disinfectants Coefs. 3 and 4

Phenolic Emulsifying Disinfectants Coefs. 2 to 20

Soluble Cresylic Disinfectant
Coef. 2.5 (B.A.I. Specifications)

Saponated Solution of Cresol
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Made of U. S. P. Strychnine. Contains no Brucine or adulterants. Sweetened with U.S.P. Saccharin and scented with U. S. P. Anise. Slow baking makes the poison potent and attractive to rodents. Seeds retain their potency indefinitely.

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Suppliers of Complete Exterminating Chemicals.

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202 Common Household Pests of North America by Hugo Hartnack

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Just fresh from the press is this new text,—invaluable to the manufacturer of insecticides and the exterminator, dealing with common household insect pests. The contents total 352 pages, with some 300 illustrations.

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Directions for use of the O.T.I. and the technique of the Peet-Grady Method are given in a booklet, a copy of which is included in each carton of O.T.I.

The O.T.I. is available at $5.00 per dozen bottles, plus shipping costs, to members of this Association. To non-members, there is an additional service charge of $1.00 per dozen bottles. Single bottles are $1.00 each. Check with order is required.

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INDEX TO ADVERTISERS

* For further details see announcement in 1941 SOAP BLUE BOOK

*American-British Chemical Supplies 110
American Can Co. ..... Aug.
American Standard Mfg. Co. 116
Anchor-Hocking Glass Corp. 98
*Aromatic Products, Inc. 20
Atlantic Refining Co. 122
*Baird & McGuire, Inc. 90
Barrett Co. 58
Blackmer Pump Co. ..... Sep.
Bobrick Mfg. Co. 23
*Breuer Electric Mfg. Co. 129
Buckingham Wax Corp. ..... Sept.
Bush Pan-America, Ltd. 58
*Candy & Co. ..... June
Chemical Industries, 18th Exposition of 60
Chemical Supply Co. 116
John A. Chew, Inc. ..... Sep.
Chicago Precision Products Corp. 114
*Antoine Chiris Co. 46
*Columbia Chemical Division 8
Commercial Solvents Corp. 100
Compagnie Parento 54
*Consolidated Products Co. 125
*Continental Can Co. ..... Facing Page 22
Cowles Detergent Co. 54
*Crown Can Co. 15
*Davies-Young Soap Co. 21
*Derris, Inc. 125
Diamond Alkali Co. 6
*Dodge & Olcott Co. ..... Front Cover, 102
*Dow Chemical Co. ..... Sep.
P. R. Dreyer Inc. ..... Sep.
Dula Mfg. Co. 130
*E. I. du Pont de Nemours Co. ..... Facing Page 23
*Eastern Industries ..... Sep.
Emery Industries, Inc. 70
*Federal Varnish Co. 110
*Felton Chemical Co. 10, 76
Fezandie & Sperrle 127
Filtrol Corp. 68
*Firmenich & Co. ..... Sep.
Florasynth Laboratories 16-17
Franklin Research Co. 116
Anthony J. Fries ..... Sep.
Fritzsche Brothers, Inc. 48
*Fuld Brothers 3
Fumeral Co. 126
General Chemical Co. ..... Sep.
*General Drug Co. 4
*R. Gesell, Inc. 128
Gillespie-Rogers-Pyatt Co. 118
*Givaudan-Delawanna, Inc. 12, 13
James Good, Inc. 128
Hercules Powder Co. ..... Sep.
Hochstadter Laboratories 131
R. M. Hollingshead Corp. 56, 108
*Hooker Electrochemical Co. ..... Sep.
*Houchin Machinery Co. 66
Huber Machine Co. ..... Sep.
*Hysan Products Co. 9
Illinois Chemical Labs. 131
*Industrial Chemical Sales Division
W. Va. Pulp & Paper Co. 62
O. G. Innes Corp. 129
*Innis-Speiden & Co. 56
Interstate Color Co. ..... Sep.
R. A. Jones & Co. 24
Kenyapye 89
*Koppers Co. 87
Kranich Soap Co. 60
Lancaster, Allwine & Rommel 131
*A. P. Lee 131
*J. M. Lehmann Co. 70
Lincoln Hotel 126
Lord Baltimore Hotel 129
Geo. Lueders & Co. 52
*The Mac Lac Co. 108
Magnus, Mabee & Reynard, Inc. 96
*Mantrose Corp. 114
Manufacturing Chemist ..... Sep.
Maryland Glass Corp. 11
*McCormick & Co. 120
McLaughlin Gormley King Co. ..... 4th Cover
Michigan Alkali Co. 19
Frank Miller & Sons 122
Mirvale Chem. Co. 126
Monsanto Chemical Corp. ..... Sep.
*National Can Co. 80, 81
Newman Tallow & Soap Machinery Co. 124
*Niagara Alkali Co. ..... Bet. 84 and 85
Norda Essential Oil & Chemical Co. 22
*Orbis Products Co. 83
*S. B. Penick & Co. 104
Pennsylvania Refining Co. 120
Petroleum Specialties, Inc. 118
*Philadelphia Quartz Co. 44
*Pittsburgh Coal Carbonization Co. 127
*Pittsburgh Plate Glass Co. 8
*John Powell & Co. 75
R. J. Prentiss & Co. 77
*Proctor & Schwartz, Inc. 72
*Pylam Products Co. 130
*Reilly Tar & Chemical Co. 110
*Rohm & Haas Co. 78, 79
*C. G. Sargent's Sons Corp. ..... Sep.
Wm. H. Scheel, Inc. 130
Seil, Putt & Rusby 131
*Skinner & Sherman 131
*Foster D. Snell 131
*Solvay Sales Corp. ..... 2nd Cover, 88
Sprout, Waldron & Co. ..... Sep.
Standard Silicate Co. 6
Stevens-Wiley Mfg. Co. 130
Stillwell & Gladding 131
*Stokes & Smith Co. 14
*Tar & Chem. Division Koppers Co. 87
Harry P. Trevithick 131
Jos. Turner & Co. 40
*Uncle Sam Chemical Co. 106
Ungerer & Co. ..... 3rd Cover
U. S. Industrial Chemicals, Inc. 50
Van Ameringen-Haebler, Inc. 18, 82
Velsicol Corp. ..... Aug.
*Albert Verley, Inc. 7
Victoria Paper Mills Co. ..... Sep.
*Warner Chemical Co. ..... Sep.
*Welch, Holme & Clark Co. 72
*White Tar Co. of N. J. 87
Williams Sealing Corp. ..... Sep.
York Chemical Co. 128

Every effort is made to keep this index free of errors, but no responsibility is assumed for any omission.

"Boy, I certainly wish I could have crossed this bridge before I came to it!"

. . . look ahead!

MAYBE you can't cross bridges before you come to them, but you can look ahead in your sales and advertising plans,—the further ahead the better in this day and age.

The present mad stampede to buy everything from soup to nuts will end sooner or later,—and when it ends, then what? Plop! But advertising done now will pay you dividends then,—when you need it most.

With this in mind, we suggest that you give serious thought to expanding your advertising in representative trade publications in 1942. In the field of soap products, cleansers, insecticides, disinfectants, chemical specialties and the like, the outstanding publication is

SOAP *and Sanitary Chemicals*

254 WEST 31st STREET NEW YORK

Member Audit Bureau of Circulations

Tale Ends

A NEWS item says that a Canadian Army post in Victoria is making its own soap from kitchen grease. With some old drums and cans, a sergeant ex-soapmaker is producing 12 tons of "soap" per month. But the Canadian soldier is known for his intestinal fortitude and ability to "take it."

* * *

Note for bleach manufacturers:—Owing to scarcity of chlorine, you may be thinking of putting up a small make-shift unit to electrolyze salt solution and make your own chlorine. Advice from the best authorities is to forget any such plan. It is not practical and will not work. Trials have been failures. Manufacturers are bending every effort to expand chlorine output and this situation may be relieved in a few months.

* * *

Some manufacturers of soaps, shampoos, insecticides, disinfectants, and the like are reported not too sad about the OPM edict that printed cartons and fancy wrappers on bottles, cans, jars, cakes, etc., be eliminated. It may mean a substantial saving in packaging costs on certain items.

* * *

Special note for Scots:—In renewing your subscription to *Soap & Sanitary Chemicals*, you can save a dollar by sending in a two-year renewal for five dollars. Single year subscriptions cost three dollars each. A dollar is a dollar!

* * *

Fly spray prices for 1942:—Rumors were about during the past month that they would be ten or fifteen per cent higher than 1941. But, we hear over the grapevine, two of the leaders contemplate no change in price, which means that others will not be able to do much except follow. The lower cost of pyrethrum is stated to have squelched any contemplated price advance.

WHAT IS THE MEANING OF O.V.*

TO YOU—AND YOUR PRODUCTS?

V . . . — for Victory. Millions of people have taken this symbol as expressive of their innermost desire. But O.V. is the symbol which is of more immediate importance to soapmakers.

O.V. often means the difference between success and failure for your products. O.V. is that elusive quality expected in all essential oils and aromatic chemicals—which is always found in Ungerer products. O.V.* is ODOR VALUE.

Our extensive purchases are subjected to our elaborate series of tests. Thereby, you secure that controlled uniformity which is in full conformance with the never-changing Ungerer standards of quality.

Then Ungerer materials are tested for odor value. The trained senses and years of experience combined in this test will save you no end of trouble. We urge you to secure this ODOR VALUE from Ungerer and convert it to Dollar Value in your products.

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13-15 WEST 20th STREET NEW YORK

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U. S. Aid Says Priorities Dur
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10% Cut Ordered For Tin Coatings
Sign that Pyrocide 20 contract and quit worrying about supplies for insecticides! Get your sales plan going instead!
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SUPPLIES RESTRICTED
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Here's one product you can buy without a priority rating! No need to worry about your supply of Pyrocide 20 if you act now.

Pyrocide 20 is not only available in substantial quantities for next year, but it is also lower in price. We are making contracts now for Pyrocide 20 at new, reduced, stabilized prices.

Pyrocide 20, the original, is the favorite pyrethrum standardized concentrate. Invented years ahead of any others, it is by all odds the most reliable today. Pyrocide 20 has also been the first to bring improvements to its users. No wonder, then, that Pyrocide 20 is the preferred—since it costs no more and is definitely superior.

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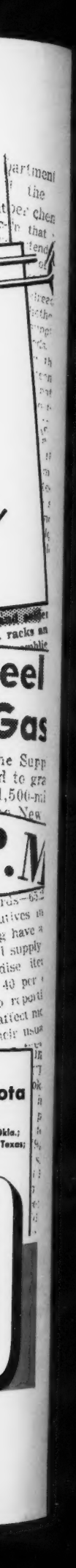
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